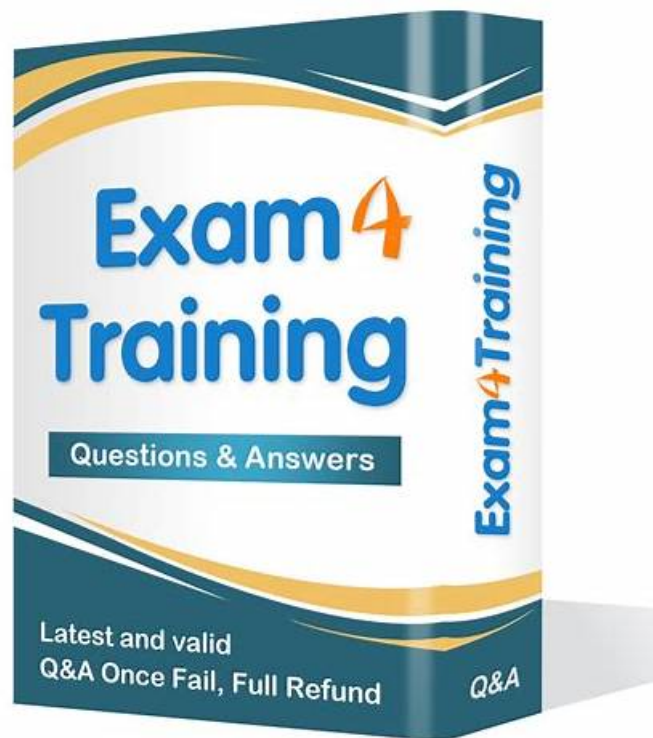


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q16-Q21):

NEW QUESTION # 16

What is the primary role of HPE Services in a customer's as-a-service or AI solution adoption journey?

- A. To sell third-party software licenses for applications that run on HPE hardware.
- B. To act as a trusted advisor and expert implementer, helping customers plan, migrate, operate, and evolve their hybrid cloud and AI environments.
- C. To offer financing and leasing options to help customers acquire technology with an OpEx model.

- D. To provide only break/fix hardware replacement for servers and storage.

Answer: B

NEW QUESTION # 17

A large enterprise is looking for a comprehensive AIOps solution to manage their complex hybrid IT environment, which includes on-premises data centers and multiple public clouds. Their primary goals are to reduce IT operations costs and improve service availability.

Which benefits of adopting OpsRamp as their AIOps platform directly contribute to these goals? (Select all that apply.)

- A. It replaces the need for any specialized network administration staff.
- B. It automates routine operational tasks and incident remediation, freeing up staff and reducing manual errors.
- C. It provides a single, fixed-price perpetual license for the software.
- D. It uses machine learning to proactively detect anomalies and predict incidents before they impact business services.
- E. It offers full-stack visibility and service-centric monitoring across hybrid infrastructure, enabling faster root cause analysis.

Answer: B,D,E

NEW QUESTION # 18

A retail customer experiences massive, unpredictable spikes in e-commerce traffic during holiday seasons. Their current infrastructure is sized for average use, leading to slow performance and lost sales during peak times. They need a solution that can handle these spikes without forcing them to overpay for idle capacity the rest of the year.

Customer Requirements:

- Workload: E-commerce platform with highly variable demand.
- Problem: Poor performance during unpredictable traffic spikes.
- Financial Constraint: Avoid paying for peak-level capacity year-round.

Which HPE GreenLake offering is specifically designed to solve this business problem?

- A. HPE Financial Services Asset Upcycling.
- B. A three-year fixed lease on HPE ProLiant servers sized for peak capacity.
- C. HPE GreenLake Flex Solution, with a committed capacity for normal operations and a pay-for-use buffer for peak demand.
- D. HPE GreenLake for Private Cloud Business Edition with a fixed monthly cost.

Answer: C

NEW QUESTION # 19

An existing HPE GreenLake customer wants to expand their use of the platform. They have successfully deployed HPE GreenLake for Private Cloud Business Edition. Now, they want to provide unified, secure network management for their campus and branch offices via a consumption-based model.

Customer Scenario:

- Current State: HPE GreenLake customer for compute (Private Cloud BE).
- Goal: Add Network-as-a-Service (NaaS) for wired and wireless networks.
- Requirement: Must be managed through a cloud-based console and integrate with their as-a-service strategy.

Which HPE SaaS solution, integrated with the GreenLake platform, should be proposed to meet this NaaS requirement?

- A. HPE Financial Services, to create a custom lease for new switches.
- B. OpsRamp, to monitor the existing Private Cloud.
- C. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.
- D. Data Services Cloud Console (DSCC), to manage storage for the network.

Answer: C

NEW QUESTION # 20

A customer is comparing HPE GreenLake with a "do-it-yourself" (DIY) approach to building a private cloud. The customer's IT team believes they can save money by purchasing hardware and software separately and integrating it themselves.

Customer Objection: "We have smart engineers. We can build our own cloud experience by integrating hardware and software from different vendors.

Why should we pay for HPE GreenLake?"

How should a sales professional position the value of HPE GreenLake against this DIY approach?

- A. Explain that HPE GreenLake is primarily for customers who lack skilled engineers.
- B. Agree that the DIY approach is cheaper and suggest the customer only use HPE for hardware.
- **C. Focus on the faster time-to-value and reduced risk achieved with a pre-integrated, fully managed as-a-service platform like HPE GreenLake.**
- D. Emphasize that HPE GreenLake offers more hardware configuration choices than a DIY approach.

Answer: C

NEW QUESTION # 21

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