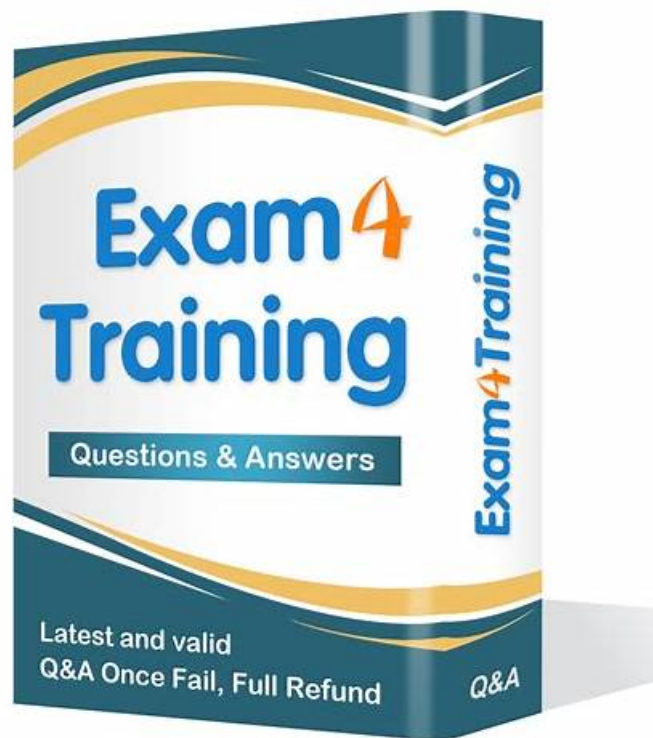


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q11-Q16):

NEW QUESTION # 11

A retail customer with hundreds of branch locations is struggling to manage its distributed network infrastructure. They provide the following list of challenges to an HPE sales professional:

Customer Pain Points:

- Inconsistent network configurations across stores, leading to performance issues.
- Difficulty getting a unified view of wired, wireless, and WAN health.
- IT team is spending too much time on manual troubleshooting and device-by-device updates.

- Need to rapidly deploy new services to branches without sending technicians onsite.
Which HPE SaaS solution is specifically designed to address all these challenges?

- A. HPE GreenLake for Private Cloud Business Edition
- **B. HPE Aruba Networking Central**
- C. OpsRamp
- D. Data Services Cloud Console (DSCC)

Answer: B

NEW QUESTION # 12

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.
- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- A. Recommend replacing all existing storage with a larger, upfront capital purchase.
- B. Propose reducing the customer's compute commitment to save them money.
- C. Suggest the customer stop developing hybrid applications.
- **D. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.**
- **E. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.**

Answer: D,E

NEW QUESTION # 13

A new customer is exploring HPE GreenLake for the first time. Their IT team is small and focused on application development, not infrastructure management. They have expressed the following needs:

Customer Initiative: "IT Modernization"

Business Goal: Free up IT staff from routine hardware management.

Key Challenge: Limited in-house expertise for managing advanced storage arrays.

Financial Model: Preference for OpEx to preserve capital for innovation projects.

Based on these requirements, which HPE IaaS solution is the most appropriate initial recommendation?

- A. A fully-managed public cloud provider.
- B. HPE Alletra Storage MP array purchased with a traditional support contract.
- C. HPE MSA Storage array purchased outright.
- **D. HPE GreenLake for Block Storage.**

Answer: D

NEW QUESTION # 14

A customer's primary driver for considering an as-a-service model is to move IT spending from large, unpredictable capital expenditures (CapEx) to predictable, recurring operational expenditures (OpEx).

Which core benefit of HPE's IaaS solutions, like HPE GreenLake, directly addresses this financial objective?

- A. The ability to scale capacity up or down on demand.
- B. Access to the latest hardware technology without ownership.
- **C. A pay-per-use consumption model that aligns costs with usage.**
- D. Management of the infrastructure through a cloud-based console.

Answer: C

NEW QUESTION # 15

Which statement best defines the value of OpsRamp for a customer managing a hybrid, multi-cloud environment?

- A. It is a network management tool used only for configuring HPE Aruba switches and access points.
- **B. It is a SaaS platform that provides unified observability, AIOps, and automation across the entire IT estate, from on-premises to public cloud.**
- C. It is a financial dashboard within HPE GreenLake used to track monthly service consumption and costs.
- D. It is an on-premises hardware appliance used exclusively for monitoring HPE ProLiant servers.

Answer: B

NEW QUESTION # 16

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