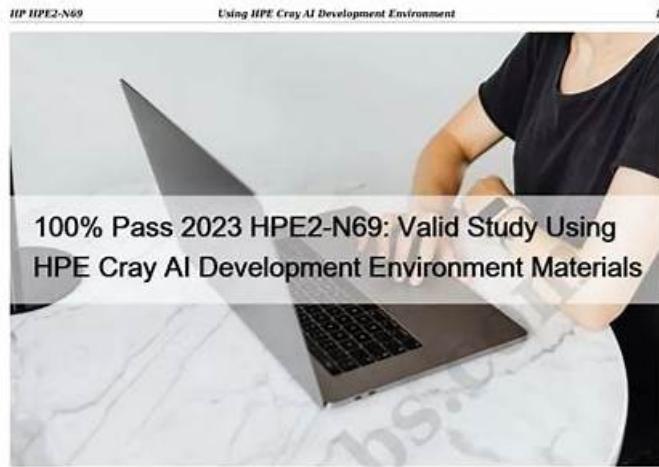


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q15-Q20):

NEW QUESTION # 15

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. Data Services Cloud Console (DSCC), to manage storage for the network.
- D. **HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.**

Answer: D

NEW QUESTION # 16

A customer wants to adopt a NaaS (Network-as-a-Service) model for their campus LAN infrastructure. They want to ensure they can easily manage access policies for a diverse set of users and devices, including employees, guests, and IoT sensors.

Which capabilities of HPE Aruba Networking Central are most important to highlight to meet this specific requirement for advanced access control? (Choose 2.)

- A. **Advanced client profiling to automatically identify and classify devices connecting to the network.**
- B. Consumption analytics showing buffer credit usage over time.
- C. Centralized dashboard showing the number of access points and switches online.
- D. The ability to monitor WAN gateway health and performance.
- E. **Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.**

Answer: A,E

NEW QUESTION # 17

A fast-growing software company needs to expand its IT infrastructure to support its development and QA teams. They are hesitant to tie up capital in depreciating hardware assets and are looking for ways to preserve cash for hiring more developers.

Which benefits of using HPE Financial Services should a sales professional emphasize for this customer? (Select all that apply.)

- A. It provides deep technical expertise for migrating workloads to the cloud.
- B. It offers break/fix hardware support with guaranteed service level agreements.
- C. **It helps align technology costs with business benefits by spreading payments over time.**
- D. **It can free up capital and preserve cash flow for investment in core business activities.**
- E. **It enables a circular economy approach through asset upcycling and certified pre-owned options.**

Answer: C,D,E

NEW QUESTION # 18

An existing HPE GreenLake customer is looking to expand their as-a-service environment. They have a new requirement to add a fully managed, on-premises Network-as-a-Service (NaaS) solution for their campus wireless and wired networks.

Which specific HPE GreenLake offering, built upon a powerful SaaS platform, should be proposed to meet this need?

- A. HPE GreenLake for Backup and Recovery
- B. HPE GreenLake for Block Storage
- C. **HPE GreenLake using HPE Aruba Networking Central**
- D. HPE GreenLake for Private Cloud Business Edition

Answer: C

NEW QUESTION # 19

A customer is implementing a complex HPE GreenLake solution that includes private cloud, data protection, and networking components. The customer's IT team is highly skilled in their legacy environment but has no experience with cloud operating models or managing an as-a-service platform.

Customer Profile:

- Technical Expertise: Strong in traditional IT, weak in cloud/AaaS.
- Project Scope: Complex, multi-workload HPE GreenLake deployment.
- Key Concern: "How do we ensure a smooth transition and that my team can effectively manage this new environment without extensive trial and error?" Which HPE Service offering should be positioned as essential for this customer's success?

- A. Basic break/fix hardware support.
- B. HPE Financial Services Asset Upcycling.
- C. A simple services credit with the GreenLake contract.
- D. **HPE Operational Services.**

Answer: D

NEW QUESTION # 20

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Ben Long is a professional photographer and videographer who has written HPE2-E84 numerous magazine articles and books including Complete Digital Photography) He also writes a regular photography column for CreativePro.com

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