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

NEW QUESTION # 11

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

Answer: A

NEW QUESTION # 12

A partner is hesitant to lead with HPE GreenLake because they are accustomed to the large, upfront revenue and margin from traditional hardware sales.

Partner Objection:

"The as-a-service model seems like it will reduce my initial deal size and profitability.

Why should I change my sales motion from a traditional CapEx sale to a GreenLake OpEx deal?" How should an HPE channel manager explain the benefits of the as-a-service model *for the partner*?

- A. Tell the partner they will make the exact same upfront margin as a traditional sale.
- B. State that as-a-service deals require less sales effort and technical knowledge.
- C. Emphasize that the partner can add their own managed services on top of the HPE GreenLake platform to create new, high-margin offerings.
- D. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.
- E. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.

Answer: C,D

NEW QUESTION # 13

During a sales conversation about a large data center refresh, a customer raises a significant objection.

Customer Objection:

"We simply don't have the capital budget approved for a multi-million dollar hardware purchase this year. We want to modernize, but our board is pushing to shift all major IT investments to a recurring, operational expense model." Which HPE offerings are specifically designed to overcome this type of financial objection? (Choose 2.)

- A. HPE GreenLake, which provides a pay-per-use consumption model.
- B. HPE ProLiant servers with the highest core counts and memory.
- C. HPE Training Services for technical certifications.
- D. HPE Services for break/fix hardware support.
- E. HPE Financial Services, which provides flexible payment solutions like leasing and financing.

Answer: A,E

NEW QUESTION # 14

An HPE sales professional is meeting with a hospital's IT director who is planning a major EHR (Electronic Health Record) system modernization. The IT director has listed several critical concerns.

Customer Requirements:

- The new EHR system is mission-critical and downtime is not an option.
- The hospital's IT team is stretched thin and lacks expertise in complex workload migration.
- The project must be deployed correctly and on-time to meet regulatory deadlines.
- They need ongoing support to ensure the environment remains optimized and secure post-launch.

Which component of the HPE Services portfolio is designed to address the need for expert assistance with planning, migration, and long-term operational support?

- A. HPE Financial Services
- B. HPE Services (combining Advisory and Operational Services)
- C. HPE Education Services
- D. A standard HPE hardware warranty

Answer: B

NEW QUESTION # 15

A customer wants to gain unified visibility and AIOps-driven insights across their entire hybrid IT estate, which includes on-premises HPE infrastructure, virtualized environments, and workloads running in multiple public clouds.
Which capabilities of OpsRamp should a sales professional highlight to address this need for comprehensive, service-centric observability? (Select all that apply.)

- A. Full-stack discovery and monitoring that provides a complete inventory of hybrid IT resources.
- B. The functionality to order new physical servers directly from the OpsRamp dashboard.
- C. The ability to manage HPE Aruba network switches at the command-line level.
- D. A service-centric AIOps engine that correlates alerts to identify root causes and reduce alert noise.
- E. Seamless integration with third-party tools and public clouds to provide a single source of truth.

Answer: A,D,E

NEW QUESTION # 16

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