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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q17-Q22):

NEW QUESTION # 17
A financial services customer is building a large-scale, on-premises AI cloud to develop and train Large Language Models (LLMs). They require a full-stack, purpose-built solution that is co-developed with the leader in accelerated computing and optimized for generative AI workloads.
Executive Summary: AI Initiative
- Project: "Project Prometheus" - Sovereign Generative AI Cloud
- Workload: Large-scale LLM training and fine-tuning.
- Key Requirement: A tightly integrated, enterprise-class solution from trusted vendors, offering a "turnkey" experience for AI developers.
- Strategic Partner Preference: Must include technology from NVIDIA.
Which comprehensive HPE solution should be positioned to meet all these high-level requirements?

- A. HPE GreenLake for Private Cloud Business Edition
- B. NVIDIA DGX Cloud hosted in a public cloud
- C. A custom-built solution using components from multiple different server vendors
- D. 'NVIDIA AI Computing by HPE' portfolio

Answer: D

NEW QUESTION # 18
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. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.
- E. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.

Answer: C,E

NEW QUESTION # 19
A customer is reviewing their monthly usage report in the HPE GreenLake cloud platform. They notice a section with the following details.
Report Snippet: Consumption Analytics
- Service: Virtual Machine Instances
- Committed Monthly Capacity: 2,000 vCPU
- Peak Usage Last Month: 2,850 vCPU
- Average Usage Last Month: 1,950 vCPU
- Current Trend: Usage has grown 15% month-over-month for the past quarter.
- Recommendation: Increase committed capacity to 2,500 vCPU to optimize cost.
What is the primary business benefit the sales professional should highlight from this consumption analytics data?

- A. It provides actionable insights for proactive capacity planning and cost optimization.
- B. It allows the customer to directly manage the physical server hardware in the data center.
- C. It proves that the customer is not using the service enough to justify the cost.
- D. It shows that the hardware is failing and needs to be replaced immediately.

Answer: A

NEW QUESTION # 20

A customer is in a competitive evaluation for a storage-as-a-service solution. The IT director is leaning toward Dell APEX but has concerns about management complexity. The HPE sales professional presents the following information to highlight HPE's advantage.

Competitive Differentiator: Unified Cloud Experience

HPE Position:

- Single cloud console (DSCC) for managing the entire global fleet of block, file, and DR services.
- Intent-based provisioning simplifies administration.
- AIOps (HPE InfoSight) predicts and prevents issues across the stack.

Known Competitor Information (Dell APEX):

- Requires multiple, separate tools for different storage types and services.
- Lacks the equivalent depth of predictive analytics for issue prevention.

Which key value propositions should the sales professional emphasize to counter the Dell APEX position? (Select all that apply.)

- A. Dell APEX offers a faster initial procurement and deployment timeline.
- B. HPE's AI-driven approach to infrastructure management proactively keeps applications running without manual intervention.
- C. HPE allows customers to manage their entire data infrastructure lifecycle, from provisioning to protection, through a single cloud-native interface.
- D. HPE offers lower monthly pricing for all service tiers.
- E. HPE provides a consistent, simplified operational experience across the hybrid cloud, reducing management overhead and risk.

Answer: B,C,E

NEW QUESTION # 21

A customer has been using HPE GreenLake for Block Storage for over a year. A review of their consumption analytics reveals that their monthly usage consistently exceeds their committed capacity, resulting in higher-than-expected overage charges.

How should this data be used to have a strategic conversation with the customer? (Select all that apply.)

- A. As an opportunity to discuss their future growth plans and right-size their environment for the next 12 months.
- B. To suggest that they immediately migrate the workload to the public cloud.
- C. As proof that the customer's application is inefficient and needs to be rewritten.
- D. To demonstrate that the pay-per-use model is not working for them.
- E. To proactively propose an increase in their committed capacity, which would lower their per-unit cost and reduce or eliminate overage charges.

Answer: A,E

NEW QUESTION # 22

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