Quiz 2025 HP HPE2-E84: Selling HPE AI and As-a-Service Solutions—Reliable Exam Revision Plan



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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q27-Q32):

NEW QUESTION #27

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

Answer: C,D,E

NEW OUESTION #28

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

Answer: A

NEW OUESTION #29

A medium-sized enterprise is embarking on its first major AI initiative. They have a team of data scientists but lack the deep expertise in managing and optimizing the underlying HPC infrastructure required for AI model training. They have a limited upfront budget but a clear business case for the project.

Customer Profile:

- Company Size: Medium Enterprise
- AI Experience: Limited infrastructure expertise
- Budget: Prefers OpEx over CapEx
- Project: Develop a predictive analytics model for customer churn.

Which HPE solution, combined with the right service and financial model, creates the most compelling proposal for this customer?

- A. HPE GreenLake for HPC, which provides a fully managed, consumption-based HPC environment.
- B. A lease on HPE Alletra storage arrays.
- C. An outright purchase of HPE ProLiant servers with basic support.

• D. A public cloud provider's spot instances for cheap, temporary compute.

Answer: A

NEW QUESTION #30

A customer's operations team is struggling to manage their IT environment. They present the following challenges. Customer Pain Points:

- Too many different monitoring tools for servers, network, and cloud.
- The IT team gets thousands of alerts, but it's hard to find the real root cause of a problem.
- It takes too long to resolve incidents because teams have to manually correlate data from different systems.
- They have no way to automate routine fixes.

Which HPE SaaS solution is specifically designed to address all of these operational challenges?

- A. OpsRamp
- B. HPE Aruba Networking Central
- C. HPE Financial Services
- D. HPE GreenLake for Block Storage

Answer: A

NEW QUESTION #31

A sales professional is presenting to a customer with a mix of virtualized workloads. The customer is trying to decide between two HPE IaaS solutions offered through GreenLake. Review the customer's workload summary:

Workload Profile:

- Primary: General purpose virtual machines (VMs) for development, test, and corporate applications.
- Key Driver: Extreme operational simplicity and VM-centric management.
- Secondary: A mission-critical SQL database requiring 99.9999% guaranteed availability.
- Constraint: The customer wants a single vendor for both workload environments but needs to understand the ideal placement for each.

How should the sales professional position HPE's IaaS offerings to address this customer's needs?

- A. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- B. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.
- C. Position HPE GreenLake for Private Cloud Business Edition, which uses HPE SimpliVity, for the general purpose VMs
 due to its hyperconverged simplicity, and HPE GreenLake for Block Storage, using HPE Alletra, for the mission-critical SQL
 database.
- D. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.

Answer: C

NEW QUESTION #32

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