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Q&A

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Exam : HPE2-E84

Title : Selling HPE AI and As-a-Service Solutions

Version : DEMO

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

Answer: C

2. 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

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

Answer: C, E

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

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

Answer: C

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

Answer: D