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Selling HPE Hybrid Cloud Solutions

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QUESTION 1

Which common challenge can make a customer a good candidate for HPE GreenLake?

A. Users are complaining about inconsistent applications performance at branch offices.

B. IT staff is overwhelmed, putting the customer at risk of error-caused security and availability issues.

C. The customer\\'s growth remains stagnant and below 1% a year.

D. Financial pressures are causing the customer to turn away from OPEX in favor of CAPEX.

Correct Answer: A

QUESTION 2

Which is an appropriate discovery question to uncover a customer\\'s need for an HPE Intelligent Data Platform?

A. "What steps are you taking to ensure data availability across your organization?"

B. "What processes do you use to ensure that data remains secure in transit?"

C. "How much savings in capacity can you achieve through data compression?"

D. "Do you understand the relationship between storage class memory (SCM) and the cloud?"

Correct Answer: A

QUESTION 3

What is one benefit of the HPE GreenLake workloads?

A. They include all of the solutions available through HPE GreenLake.

B. They help sales professionals sell to mid-sized customers because they are designed specifically for these customers.

C. They decrease the time it takes sales professionals to provide a quote.

D. They are the only solutions that can be run in co-locations.

Correct Answer: D

Reference: https://www.hpe.com/us/en/greenlake/workloads.html

QUESTION 4

What is one characteristic that indicates that you could have a good opportunity to sell HPE Nimble?

A. The customer puts absolute zero downtime at the top of their list of requirements.

B. The customer is looking for a simple storage solution for their VMware environment.

C. The customer is looking for a software-defined storage solution to store files for big data.

D. The customer wants to simplify by transforming to a hyperconverged environment.

Correct Answer: C

QUESTION 5

What is an accurate trend in how companies procure infrastructure?

A. More companies are looking for a pay-as-you-go model, event for on-prem infrastructure.

B. After experimenting with pay-as-you-go in the cloud, more and more customers want to return to a traditional CAPEX model.

C. Most customers do not have a preference towards CAPEX or OPEX as long as they like the solution.

D. Companies are trying to pay for their infrastructure upfront to avoid interest cost.

Correct Answer: A

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