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Selling the Value of HPE Hybrid IT Solutions

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QUESTION 1

Which is an example of value-based selling?

A. Assuring the customer that you will always be the point of contact for all transactions, which helps simplify management.

B. Highlighting the cost-savings that come with investing in pre-packaged products that meet generic needs right out-of-the-box.

C. Explaining the bandwidth and capacity the customer can gain from implementing different HPE products and solutions.

D. Focusing on the inherent value of the HPE solutions and acting as an advisor to help the customer fulfill business objectives.

Correct Answer: D

QUESTION 2

Your customer has data stored in containers throughout an infrastructure that is virtualized from the core to the edge. The company is struggling to keep IT admins up to date with the skills needed to manage data and move it to where it needs to be.

Which aspect of the HPE portfolio should you discuss with this customer to qualify the opportunity?

A. Intelligent storage solutions

B. Everything as a Service solutions

C. Software-defined solutions

D. Hybrid cloud solutions

Correct Answer: A

Intelligent storage is a storage system or service that uses AI to continuously learn and adapts to its hybrid cloud environment to better manage and serve data.

QUESTION 3

Your customer is interested in HPE GreenLake Flex Capacity, but is worried that it might make the IT team seem less valuable to executives. How should you respond?

A. Reassure the customer that the IT team won\\'t be affected in any way after the EaaS solution is installed and properly integrated.

B. Discuss ways that the customer can increase training so the IT staff has more marketable skills.

C. Highlight how much money the company can save by reducing its IT staff and replacing the team, which is prone to make errors with AI automation.

D. Explain that IT is no longer burdened with just keeping the lights on, so it can focus on innovation to help the company better complete.

Correct Answer: D

QUESTION 4

Your customer is frustrated because the company has multiple cloud service providers but cannot predict how much they will be invoiced by any of the providers. Which HPE solution would address this customer\\'s problem?

A. HPE Composable Cloud for ProLiant DL

B. HPE SimpliVity with Composable Fabric

C. HPE Nimble

D. HPE OneSphere

Correct Answer: A

QUESTION 5

Why will the number of nontechnical developers increase dramatically over the next several years?

A. IT spending will decrease year-over-year, leading technical developers to focus on other tasks.

B. Line of business managers will prioritize business skills over technical skills in app developers.

C. Improvements to development tools will decrease the amount of coding and scripting required to create apps.

D. Hyperagile apps will be easier to develop because they will run only in cloud environments.

Correct Answer: B

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