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QUESTION 1

What payment model does HPE GreenLake Flex Capacity use?

A. Customers lease equipment from HPE; they pay a monthly subscription fee rather upfront CAPEX.

B. Customers pay-per-use for equipment managed by HPE, but that deploys on-premises.

C. Customers pay-per-use for cloud services offered in the HPE public cloud and partner clouds.

D. Customers purchase a set amount of equipment and receive a discount when they need to expand.

Correct Answer: B

QUESTION 2

How has HPE improved GreenLake Flex Capacity to help you meet customer requirements more quickly?

A. HPE GreenLake Flex Capacity requires companies to move from a CapEx funding model to a lease with low-interest rates.

B. HPE GreenLake Flex Capacity includes pre-packaged and pre-tested solutions that meet the most common customer.

C. HPE GreenLake Flex Capacity reduces the time it takes to add more capacity from three months to two months.

D. HPE GreenLake Flex Capacity delivers a standard set of servers, storage, and networking to all customers, thereby eliminating custom configurations.

Correct Answer: B

QUESTION 3

Your customer is looking for a new storage solution to support an upcoming influx of data. The company needs to reduce the time spent on redundant and manual processes, but has tights budgets and cannot afford a large capital expenditure.

Which solution should you emphasize when talking with this customer? (Choose two.)

A. Data security and backup from HPE Recovery Manager Central

B. Pay-per-use consumption models from HPE GreenLake Flex Capacity

C. AI-driven automation from HPE InfoSight

D. Native cloud integration from HPE Cloud Volumes and HPE Cloud Bank Storage

E. Multi-cloud management and insights from HPE OneSphere

Correct Answer: BC

QUESTION 4

What common business need does the HPE multi-cloud management solution help customers address?

A. the need to securely segment the on-premises environment from the cloud environment until cloud is eliminated.

B. the need to create logical systems, in which each workload is dedicated to a single data center rack

C. the need for a one-size-fits-all, on premises deployment model used for every business application and workload

D. the need for visibility and control across all their cloud services and their on-premises environment

Correct Answer: A

QUESTION 5

Which need indicates a good candidate for an HPE StoreOnce solution?

A. the need for flexible data protection and recovery

B. the need for single pane of glass workload management

C. the need for unified compute and storage lifecycle automation

D. the need for AI-driven capacity optimization

Correct Answer: A

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