Hewlett Packard Enterprise

Selling HPE AI and As-a-Service Solutions

Exam description

This exam tests the candidate's understanding of AI technology, its partnership with NVIDIA, and as-a-service service sales. This includes:

- The market trends in AI and as-as-service solutions.
- HPE's AI-driven solutions.
- HPE SaaS and IaaS solutions.
- HPE GreenLake Flex Solutions.

Ideal candidate for this exam

Service providers and traditional channel partner sellers looking to build or expand their AI and as-a-service offerings.

Exam ID	HPE2-E84
Exam type	Web based
Exam duration	1 hour
Exam length	30 questions
Passing score	70%
Delivery languages	English

Register for this Exam
You need an HPE Learner ID and a Pearson VUE login and password.

No reference material is allowed at the testing site. This exam may contain beta test items for experimental purposes.

Exam contents

This exam has 30 questions.

Advice to help you take this exam

- Complete the training and review all course materials and documents before you take the exam.
- Exam items are based on expected knowledge acquired from job experience, an expected level of industry standard knowledge, or other prerequisites (events, supplemental materials, etc.).
- Successful completion of the course or study materials alone, does not ensure you will pass the exam.

Objectives

This exam validates that you can:

Percentage of Exam	Sections/Objectives
15%	1. Describe customer challenges and trends • 1.1 Describe the trends that are pushing customers to as-a-service and hybrid cloud solutions • 1.2 Explain the value and the challenges of implementing AI and HPC technologies • 1.3 Explain additional challenges that customers face (such as with sustainability and security)
17%	2. Explain HPE distinguishing values • 2.1 Explain how the HPE strategy and vision have made HPE an AI leader • 2.2 Describe the HPE GreenLake value proposition • 2.3 Explain the benefits of HPE Financial Services and HPE Services to customers and partners
20%	3. Sell HPE Software as a Service (SaaS) Solutions • 3.1 Describe the benefits of HPE SaaS for customers and partners • 3.2 Position HPE SaaS solutions and qualify customers for them • 3.3 Articulate the value of specific HPE SaaS solutions
21%	4. Sell HPE Infrastructure as a Service (IaaS) Solutions • 4.1 Describe the benefits of HPE IaaS for customers and partners • 4.2 Position HPE IaaS solutions and qualify customers for them • 4.3 Articulate the value of specific HPE IaaS solutions
11%	5. Sell HPE GreenLake Flex Solutions • 5.1 Describe the benefits of HPE GreenLake Flex Solutions for customers and partners • 5.2 Explain the benefits of consumption analytics in the HPE GreenLake cloud • 5.3 Identify ways to expand your as-a-service business with HPE GreenLake
16%	6. Sell HPE AI Solutions • 6.1 Identify customers' AI requirements • 6.2 Position HPE AI and HPC solutions

For more information

Contact our program

Information is as of November 2024, Revision 1