

使用HPE2-E84證照指南讓您安心通過Selling HPE AI and As-a-Service Solutions考試



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問題 #36

A customer is in a competitive evaluation for a storage-as-a-service solution. The IT director is leaning toward Dell APEX but has concerns about management complexity. The HPE sales professional presents the following information to highlight HPE's advantage.

Competitive Differentiator: Unified Cloud Experience

HPE Position:

- Single cloud console (DSCC) for managing the entire global fleet of block, file, and DR services.
- Intent-based provisioning simplifies administration.
- AIOps (HPE InfoSight) predicts and prevents issues across the stack.

Known Competitor Information (Dell APEX):

- Requires multiple, separate tools for different storage types and services.
- Lacks the equivalent depth of predictive analytics for issue prevention.

Which key value propositions should the sales professional emphasize to counter the Dell APEX position? (Select all that apply.)

- A. HPE allows customers to manage their entire data infrastructure lifecycle, from provisioning to protection, through a single cloud-native interface.
- B. HPE provides a consistent, simplified operational experience across the hybrid cloud, reducing management overhead and risk.
- C. HPE's AI-driven approach to infrastructure management proactively keeps applications running without manual intervention.
- D. HPE offers lower monthly pricing for all service tiers.
- E. Dell APEX offers a faster initial procurement and deployment timeline.

答案: A,B,C

問題 #37

What is the fundamental purpose of HPE AI Solutions, including High-Performance Computing (HPC), in a business context?

- A. To replace all human employees with automated systems.
- B. To enable organizations to analyze vast amounts of data, run complex simulations, and train AI models to accelerate innovation and gain competitive insights.
- C. To provide basic file and print services for small office environments.
- D. To offer a simple, low-cost alternative to traditional desktop computers for office productivity applications.

答案: B

問題 #38

A customer is interested in HPE Aruba Networking Central for managing their campus and branch networks. They want to understand the specific value of its AIOps capabilities.

Customer Question: "We have network monitoring tools today.

What does the 'AI' in Aruba Central's AIOps actually do for me?"

How should the sales professional describe the value of AIOps in HPE Aruba Networking Central?

- A. It generates a single, monthly invoice for all network-related services.
- B. It provides AI-powered insights that predict and resolve potential user connectivity and performance issues before they generate help desk tickets.
- C. It allows network administrators to write and execute custom Python scripts directly on the switches.
- D. It automatically orders new hardware when capacity limits are reached.

答案: B

問題 #39

A customer wants to gain unified visibility and AIOps-driven insights across their entire hybrid IT estate, which includes on-premises HPE infrastructure, virtualized environments, and workloads running in multiple public clouds.

Which capabilities of OpsRamp should a sales professional highlight to address this need for comprehensive, service-centric observability? (Select all that apply.)

- A. Full-stack discovery and monitoring that provides a complete inventory of hybrid IT resources.
- B. A service-centric AIOps engine that correlates alerts to identify root causes and reduce alert noise.
- C. Seamless integration with third-party tools and public clouds to provide a single source of truth.
- D. The functionality to order new physical servers directly from the OpsRamp dashboard.

- E. The ability to manage HPE Aruba network switches at the command-line level.

答案：A,B,C

問題 #40

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

答案：A

問題 #41

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