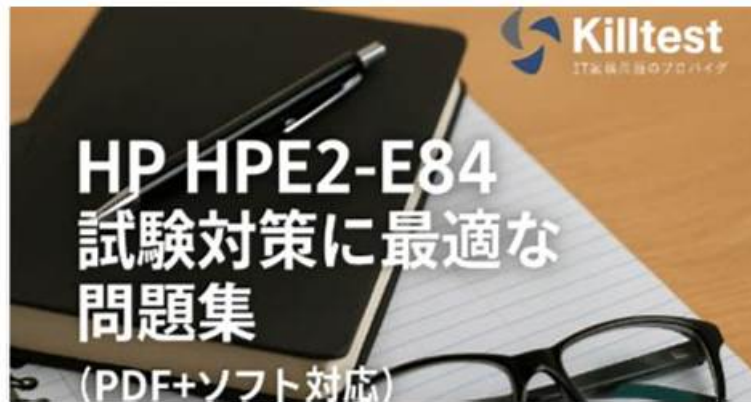


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q24-Q29):

NEW QUESTION # 24

A medium-sized enterprise is embarking on its first major AI initiative. They have a team of data scientists but lack the deep expertise in managing and optimizing the underlying HPC infrastructure required for AI model training. They have a limited upfront budget but a clear business case for the project.

Customer Profile:

- Company Size: Medium Enterprise
- AI Experience: Limited infrastructure expertise
- Budget: Prefers OpEx over CapEx
- Project: Develop a predictive analytics model for customer churn.

Which HPE solution, combined with the right service and financial model, creates the most compelling proposal for this customer?

- A. An outright purchase of HPE ProLiant servers with basic support.
- B. HPE GreenLake for HPC, which provides a fully managed, consumption-based HPC environment.

- C. A public cloud provider's spot instances for cheap, temporary compute.
- D. A lease on HPE Alletra storage arrays.

Answer: B

NEW QUESTION # 25

A retail customer with hundreds of branch locations is struggling to manage its distributed network infrastructure. They provide the following list of challenges to an HPE sales professional:

Customer Pain Points:

- Inconsistent network configurations across stores, leading to performance issues.
- Difficulty getting a unified view of wired, wireless, and WAN health.
- IT team is spending too much time on manual troubleshooting and device-by-device updates.
- Need to rapidly deploy new services to branches without sending technicians onsite.

Which HPE SaaS solution is specifically designed to address all these challenges?

- A. Data Services Cloud Console (DSCC)
- B. OpsRamp
- C. HPE GreenLake for Private Cloud Business Edition
- D. HPE Aruba Networking Central

Answer: D

NEW QUESTION # 26

An IT Manager is reviewing a feature comparison between their current on-premises IT monitoring tools and the OpsRamp AIOps platform.

Feature Comparison:

| Capability | Legacy Tools | OpsRamp (HPE SaaS) |

| : | : | : |

| Discovery & Monitoring | Manual, siloed by domain | Full-stack, hybrid cloud |

| Alerting | Static thresholds, high volume | AIOps-driven correlation |

| Remediation | Manual runbooks | Automated, policy-based |

| Management | Multiple, separate consoles | Unified, service-centric view | After reviewing the chart, the IT Manager states, "I'm concerned about alert fatigue. My team is overwhelmed with notifications, and they can't tell what's important." How should the sales professional use the information in the chart to address this specific objection?

- A. Emphasize that OpsRamp can automate the remediation of issues, so the alerts are less important.
- B. Focus on the unified management console as the primary way to manage the high volume of alerts.
- C. Explain that OpsRamp's full-stack discovery will find even more things to generate alerts for.
- D. Highlight that OpsRamp uses AIOps to correlate events, suppressing noise and intelligently escalating only the root-cause incidents, thus reducing alert fatigue.

Answer: D

NEW QUESTION # 27

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.
- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- A. Propose reducing the customer's compute commitment to save them money.
- B. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.
- C. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.
- D. Suggest the customer stop developing hybrid applications.

- E. Recommend replacing all existing storage with a larger, upfront capital purchase.

Answer: B,C

NEW QUESTION # 28

A financial services customer is building a large-scale, on-premises AI cloud to develop and train Large Language Models (LLMs). They require a full-stack, purpose-built solution that is co-developed with the leader in accelerated computing and optimized for generative AI workloads.

Executive Summary: AI Initiative

- Project: "Project Prometheus" - Sovereign Generative AI Cloud
- Workload: Large-scale LLM training and fine-tuning
- Key Requirement: A tightly integrated, enterprise-class solution from trusted vendors, offering a "turnkey" experience for AI developers.
- Strategic Partner Preference: Must include technology from NVIDIA.

Which comprehensive HPE solution should be positioned to meet all these high-level requirements?

- **A. 'NVIDIA AI Computing by HPE' portfolio**
- B. A custom-built solution using components from multiple different server vendors
- C. NVIDIA DGX Cloud hosted in a public cloud
- D. HPE GreenLake for Private Cloud Business Edition

Answer: A

NEW QUESTION # 29

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