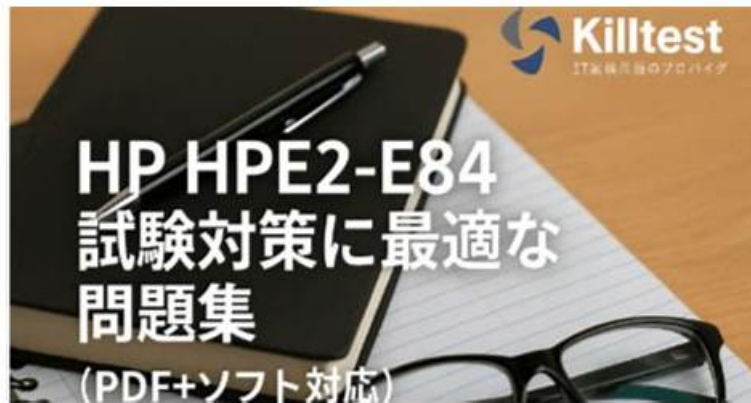


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q24-Q29):

NEW QUESTION # 24

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. Highlight that OpsRamp uses AIOps to correlate events, suppressing noise and intelligently escalating only the root-cause incidents, thus reducing alert fatigue.

- D. Explain that OpsRamp's full-stack discovery will find even more things to generate alerts for.

Answer: C

NEW QUESTION # 25

A large financial services company is planning a major IT transformation. They need to deploy a new IaaS platform for their critical applications but are facing significant capital budget restrictions for the current fiscal year. They also require expert assistance with migration and ongoing management.

Proposal Requirements:

1. On-premises IaaS platform for performance-sensitive trading applications.
2. Must be structured as an operational expense (OpEx) to bypass capital budget freeze.
3. Requires a comprehensive service package including initial workload migration planning and long-term operational support.
4. Solution must provide six-nines (99.9999%) of guaranteed data availability.

Which combination of HPE offerings should a sales professional propose to create a complete solution that meets all of the customer's needs? (Select all that apply.)

- A. HPE GreenLake for Block Storage on HPE Alletra
- B. HPE Financial Services leasing options
- C. HPE Services (Advisory and Operational)
- D. HPE GreenLake for Private Cloud Business Edition
- E. A one-time purchase of HPE Primera storage
- F. A basic, product-attached support contract

Answer: A,B,C

NEW QUESTION # 26

What is the primary role of HPE Services in a customer's as-a-service or AI solution adoption journey?

- A. To offer financing and leasing options to help customers acquire technology with an OpEx model.
- B. To provide only break/fix hardware replacement for servers and storage.
- C. To sell third-party software licenses for applications that run on HPE hardware.
- D. To act as a trusted advisor and expert implementer, helping customers plan, migrate, operate, and evolve their hybrid cloud and AI environments.

Answer: D

NEW QUESTION # 27

Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaaS) and AI solutions?

- A. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- B. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- C. The desire to gain the financial flexibility of the cloud operating model for on-premises workloads, coupled with the need to modernize applications with AI.
- D. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.

Answer: C

NEW QUESTION # 28

A customer is deploying a solution using HPE Aruba Networking Central. They need to ensure that different types of devices are automatically placed into the correct network segments with the right security policies when they connect.

Use Case: Automated Device Security

- Requirement 1: Automatically identify device types (e.g., corporate laptop, IoT camera, guest smartphone).
- Requirement 2: Dynamically assign devices to predefined roles.
- Requirement 3: Enforce role-based access policies (e.g., IoT cameras can only talk to the video server).

Which Aruba Central feature set is designed to deliver this automated, policy-based access control?

- A. Firmware compliance reporting
- B. WAN gateway health monitoring
- **C. Cloud-native Network Access Control (NAC) with client profiling**
- D. Virtual Private Network (VPN) monitoring

Answer: C

NEW QUESTION # 29

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