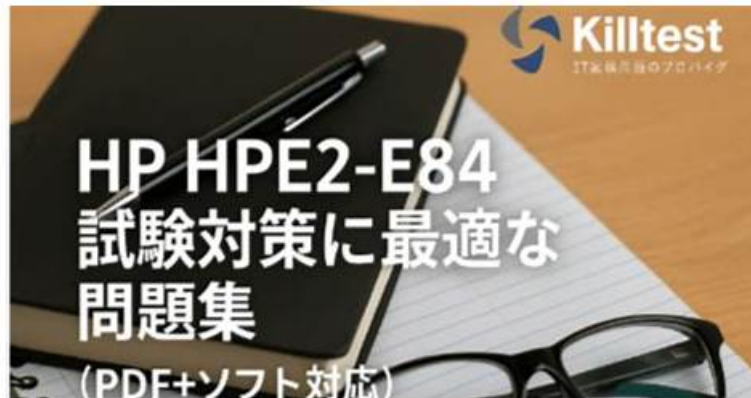


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q31-Q36):

NEW QUESTION # 31

A customer wants to deploy a full-stack AI solution that is optimized for both AI training and inference workloads. They are concerned about the complexity of integrating servers, storage, networking, and the AI software stack from different vendors. How does the 'NVIDIA AI Computing by HPE' portfolio address this specific customer concern? (Select all that apply.)

- A. By allowing customers to select and integrate their own choice of components from any third-party vendor.
- **B. By providing a curated set of AI software and models, including the NVIDIA AI Enterprise software suite.**
- C. By focusing exclusively on providing the server hardware and leaving software integration to the customer.
- **D. By offering a pre-validated, full-stack solution that is co-engineered by HPE and NVIDIA.**
- **E. By delivering a seamless, cloud-like experience for AI development and deployment through HPE GreenLake.**

Answer: B,D,E

NEW QUESTION # 32

An HPE sales professional is meeting with a hospital's IT director who is planning a major EHR (Electronic Health Record) system modernization. The IT director has listed several critical concerns.

Customer Requirements:

- The new EHR system is mission-critical and downtime is not an option.

- The hospital's IT team is stretched thin and lacks expertise in complex workload migration.
- The project must be deployed correctly and on-time to meet regulatory deadlines.
- They need ongoing support to ensure the environment remains optimized and secure post-launch.

Which component of the HPE Services portfolio is designed to address the need for expert assistance with planning, migration, and long-term operational support?

- A. HPE Financial Services
- B. A standard HPE hardware warranty
- C. HPE Education Services
- **D. HPE Services (combining Advisory and Operational Services)**

Answer: D

NEW QUESTION # 33

A customer is implementing a complex HPE GreenLake solution that includes private cloud, data protection, and networking components. The customer's IT team is highly skilled in their legacy environment but has no experience with cloud operating models or managing an as-a-service platform.

Customer Profile:

- Technical Expertise: Strong in traditional IT, weak in cloud/AaaS.
- Project Scope: Complex, multi-workload HPE GreenLake deployment.
- Key Concern: "How do we ensure a smooth transition and that my team can effectively manage this new environment without extensive trial and error?" Which HPE Service offering should be positioned as essential for this customer's success?

- A. Basic break/fix hardware support.
- **B. HPE Operational Services.**
- C. HPE Financial Services Asset Upcycling.
- D. A simple services credit with the GreenLake contract.

Answer: B

NEW QUESTION # 34

What is a primary benefit of HPE SaaS solutions, such as OpsRamp and HPE Aruba Networking Central, for a customer's IT operations team?

- A. It guarantees a reduction in network latency for all applications.
- B. It provides a perpetual software license with a one-time purchase.
- C. It eliminates the need for any on-premises hardware.
- **D. It allows for the consumption of advanced software capabilities without the burden of managing the underlying application infrastructure.**

Answer: D

NEW QUESTION # 35

A life sciences research firm is launching a new drug discovery program. Their data scientists have provided a list of technical and business requirements for the supporting infrastructure.

Project Requirements: "Genomics Discovery"

- Technical Need: Massively parallel processing for complex genomic sequencing simulations.
- Data Volume: Petabytes of research data that must be processed quickly.
- Business Goal: Accelerate time-to-market for new therapies.
- Financial Model: Need to acquire the infrastructure as an operational expense (OpEx) via a consumption model.

Which HPE solution is the best fit for these requirements?

- A. HPE SimpliVity for general virtual machine consolidation.
- B. HPE MSA Storage for entry-level block storage.
- C. HPE StoreEasy for simple file sharing.
- **D. HPE GreenLake for High-Performance Computing (HPC).**

Answer: D

NEW QUESTION # 36

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