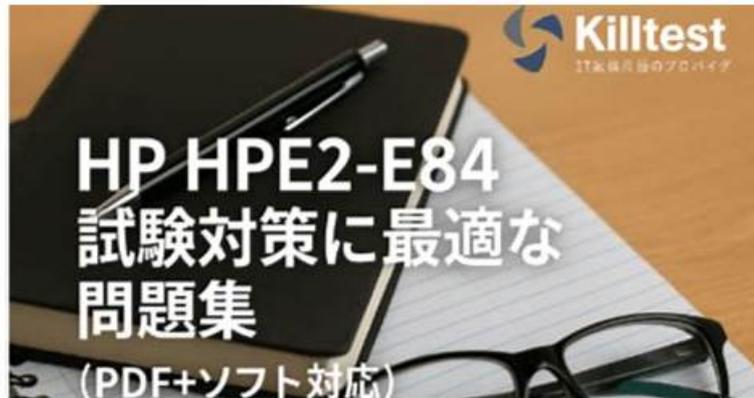


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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q27-Q32):

### NEW QUESTION # 27

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. HPE GreenLake for Private Cloud Business Edition

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

**Answer: C**

#### NEW QUESTION # 28

HPE's overall strategy is to be the "edge-to-cloud" company.

Which statements accurately reflect how the HPE GreenLake platform and the acquisition of OpsRamp support this strategy? (Choose 2.)

- A. By forcing customers to move all their edge data into a centralized public cloud.
- B. By divesting from all networking and edge computing solutions to focus solely on the data center.
- C. By focusing exclusively on selling on-premises hardware with traditional support contracts.
- **D. By providing a consistent cloud operating experience for applications and data from the edge to the data center.**
- **E. By providing a unified platform (OpsRamp) for observability and management across HPE-managed assets and third-party multi-cloud environments.**

**Answer: D,E**

#### NEW QUESTION # 29

An existing HPE GreenLake customer wants to expand their use of the platform. They have successfully deployed HPE GreenLake for Private Cloud Business Edition. Now, they want to provide unified, secure network management for their campus and branch offices via a consumption-based model.

Customer Scenario:

- Current State: HPE GreenLake customer for compute (Private Cloud BE).
- Goal: Add Network-as-a-Service (NaaS) for wired and wireless networks.
- Requirement: Must be managed through a cloud-based console and integrate with their as-a-service strategy.

Which HPE SaaS solution, integrated with the GreenLake platform, should be proposed to meet this NaaS requirement?

- A. Data Services Cloud Console (DSCC), to manage storage for the network.
- B. OpsRamp, to monitor the existing Private Cloud.
- **C. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.**
- D. HPE Financial Services, to create a custom lease for new switches.

**Answer: C**

#### NEW QUESTION # 30

A customer's operations team is struggling to manage their IT environment. They present the following challenges.

Customer Pain Points:

- Too many different monitoring tools for servers, network, and cloud.
- The IT team gets thousands of alerts, but it's hard to find the real root cause of a problem.
- It takes too long to resolve incidents because teams have to manually correlate data from different systems.
- They have no way to automate routine fixes.

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

- A. HPE Financial Services
- **B. OpsRamp**
- C. HPE Aruba Networking Central
- D. HPE GreenLake for Block Storage

**Answer: B**

#### NEW QUESTION # 31

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

**Answer: A,E,F**

## NEW QUESTION # 32

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