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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q32-Q37):

NEW QUESTION # 32

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

Answer: A,C,E

NEW QUESTION # 33

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

Answer: C

NEW QUESTION # 34

An existing HPE GreenLake customer is looking to expand their as-a-service environment. They have a new requirement to add a fully managed, on-premises Network-as-a-Service (NaaS) solution for their campus wireless and wired networks.

Which specific HPE GreenLake offering, built upon a powerful SaaS platform, should be proposed to meet this need?

- A. HPE GreenLake using HPE Aruba Networking Central
- B. HPE GreenLake for Backup and Recovery
- C. HPE GreenLake for Private Cloud Business Edition
- D. HPE GreenLake for Block Storage

Answer: A

NEW QUESTION # 35

A retail customer experiences massive, unpredictable spikes in e-commerce traffic during holiday seasons. Their current infrastructure is sized for average use, leading to slow performance and lost sales during peak times. They need a solution that can handle these spikes without forcing them to overpay for idle capacity the rest of the year.

Customer Requirements:

- Workload: E-commerce platform with highly variable demand.
- Problem: Poor performance during unpredictable traffic spikes.
- Financial Constraint: Avoid paying for peak-level capacity year-round.

Which HPE GreenLake offering is specifically designed to solve this business problem?

- A. HPE Financial Services Asset Upcycling.
- B. HPE GreenLake for Private Cloud Business Edition with a fixed monthly cost.
- C. A three-year fixed lease on HPE ProLiant servers sized for peak capacity.
- D. HPE GreenLake Flex Solution, with a committed capacity for normal operations and a pay-for-use buffer for peak

Answer: D

NEW QUESTION # 36
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. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.
- C. OpsRamp, to monitor the existing Private Cloud.
- D. HPE Financial Services, to create a custom lease for new switches.

Answer: B

NEW QUESTION # 37
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