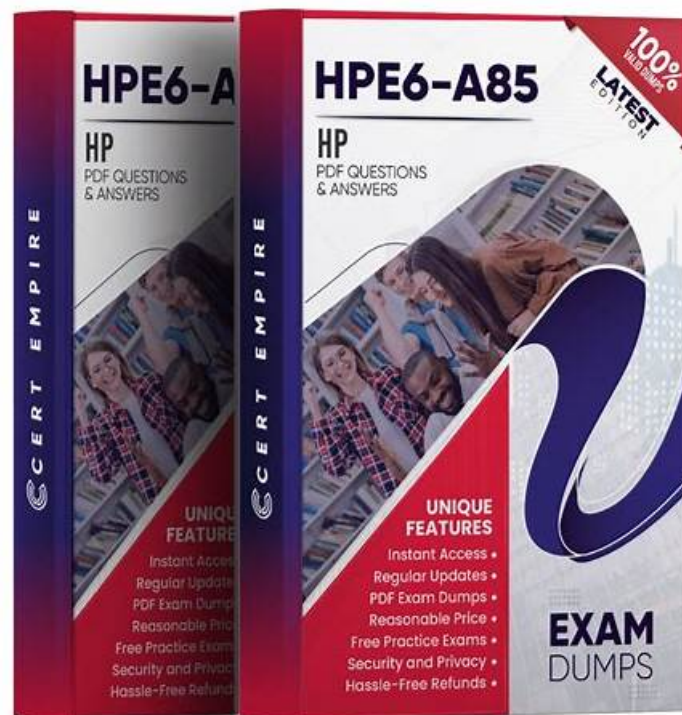


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q10-Q15):

NEW QUESTION # 10

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 adding OpsRamp to provide visibility and management for their new hybrid applications.
- B. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.
- C. Propose reducing the customer's compute commitment to save them money.
- D. Suggest the customer stop developing hybrid applications.
- E. Recommend replacing all existing storage with a larger, upfront capital purchase.

Answer: A,B

NEW QUESTION # 11

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

Answer: A,C,E

NEW QUESTION # 12

A customer is using HPE GreenLake for Block Storage and wants to optimize their environment to align with business-level objectives for their critical applications.

Which features of the Data Services Cloud Console (DSCC) should the sales professional highlight to demonstrate how HPE helps achieve this? (Choose 2.) Customer Goal: Ensure business-critical applications (e.g., SAP HANA) always have the necessary performance and protection, managed through a simple, intent-based workflow.

- A. Intent-based provisioning where an administrator defines the desired service level (e.g., mission-critical tier) and the system automates placement and data protection.
- B. The ability to provision storage by specifying the capacity, host group, and RAID level.
- C. The ability to monitor power consumption and carbon footprint from the sustainability dashboard.
- D. The use of AI-powered "cross-stack analytics" to predict and prevent performance issues before they impact applications.
- E. The use of Consumption Analytics to track historical usage and forecast future costs.

Answer: A,D

NEW QUESTION # 13

What is the core value proposition of a flexible, consumption-based solution like HPE GreenLake Flex Solutions compared to a traditional fixed-term lease?

- A. It includes all software licensing for applications running on the infrastructure.
- B. It allows the customer to purchase the equipment at the end of the term for a fixed, predetermined price.
- C. It guarantees a lower total cost of ownership over a three-year period.
- D. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.

Answer: D

NEW QUESTION # 14

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

Answer: D

NEW QUESTION # 15

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