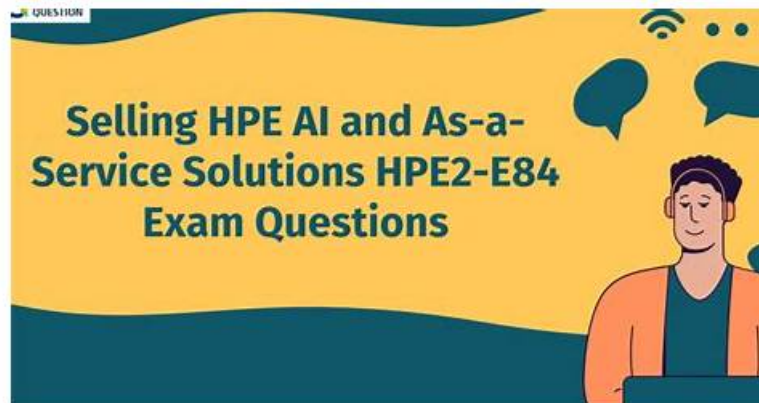


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q26-Q31):

NEW QUESTION # 26

A large, distributed enterprise is evaluating Network-as-a-Service (NaaS) solutions to simplify operations. They need to manage wired, wireless, and SD-WAN infrastructure across thousands of remote sites from a single interface.

Which key features of HPE Aruba Networking Central are most relevant to this customer's needs? (Choose 2.)

- A. Zero Touch Provisioning for rapidly deploying and configuring new equipment at remote sites.
- B. A cloud-native, single-pane-of-glass management for the entire network lifecycle.
- C. The ability to manage HPE Alletra storage arrays.
- D. A built-in ticketing system for managing IT help desk requests.
- E. Deep hypervisor integration for managing virtual machines.

Answer: A,B

NEW QUESTION # 27

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

Answer: D

NEW QUESTION # 28

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

Answer: A,E

NEW QUESTION # 29

A customer's primary driver for considering an as-a-service model is to move IT spending from large, unpredictable capital expenditures (CapEx) to predictable, recurring operational expenditures (OpEx).

Which core benefit of HPE's IaaS solutions, like HPE GreenLake, directly addresses this financial objective?

- **A. A pay-per-use consumption model that aligns costs with usage.**
- B. The ability to scale capacity up or down on demand.
- C. Access to the latest hardware technology without ownership.
- D. Management of the infrastructure through a cloud-based console.

Answer: A

NEW QUESTION # 30

A CIO of a manufacturing company is outlining their strategic goals for the next three years.

Customer Strategic Goals:

- Goal 1: Increase operational efficiency on the factory floor by using predictive maintenance.
- Goal 2: Shift from large, infrequent technology investments to a more predictable, consumption-based financial model.
- Goal 3: Reduce the company's carbon footprint by optimizing IT infrastructure utilization.

Which market trends do these goals directly reflect?

- A. The standardization on a single hardware vendor and the outsourcing of all IT functions to a third party.
- B. A focus on traditional, on-premises IT purchasing and a move away from data-driven decision making.
- C. A preference for public cloud-only deployments and a singular focus on reducing operational expenses above all else.
- **D. The convergence of AI for business outcomes, the demand for flexible as-a-service consumption, and the growing importance of sustainability.**

Answer: D

NEW QUESTION # 31

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