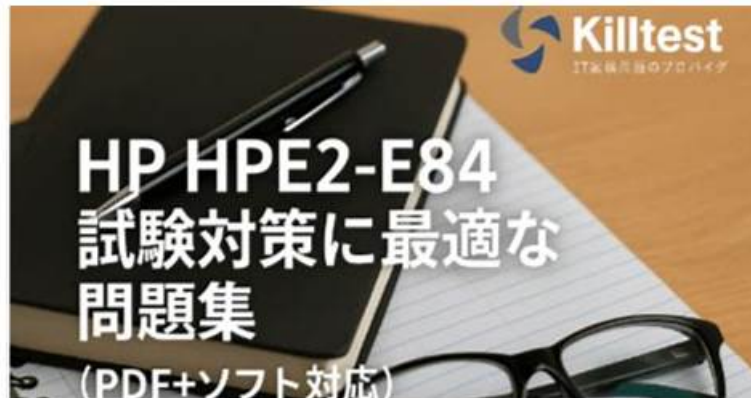


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NEW QUESTION # 24

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

Answer: C

NEW QUESTION # 25

A large enterprise is looking for a comprehensive AIOps solution to manage their complex hybrid IT environment, which includes

on-premises data centers and multiple public clouds. Their primary goals are to reduce IT operations costs and improve service availability.

Which benefits of adopting OpsRamp as their AIOps platform directly contribute to these goals? (Select all that apply.)

- A. It provides a single, fixed-price perpetual license for the software.
- B. It uses machine learning to proactively detect anomalies and predict incidents before they impact business services.
- C. It offers full-stack visibility and service-centric monitoring across hybrid infrastructure, enabling faster root cause analysis.
- D. It replaces the need for any specialized network administration staff.
- E. It automates routine operational tasks and incident remediation, freeing up staff and reducing manual errors.

Answer: B,C,E

NEW QUESTION # 26

Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaS) and AI solutions?

- A. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- B. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- C. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- D. The desire to gain the financial flexibility of the cloud operating model for on-premises workloads, coupled with the need to modernize applications with AI.

Answer: D

NEW QUESTION # 27

A customer with strong Environmental, Social, and Governance (ESG) goals wants to understand how HPE can help them build a more sustainable IT strategy. They are particularly concerned about energy consumption and overprovisioning in their data center. Which HPE offerings and capabilities should a sales professional highlight to address these sustainability concerns? (Select all that apply.)

- A. The use of older, less efficient hardware that has already been fully depreciated to avoid new manufacturing.
- B. The HPE Sustainability Dashboard, which provides visibility into IT energy consumption, carbon footprint, and utilization metrics.
- C. The HPE GreenLake consumption model, which helps eliminate overprovisioning by aligning capacity with real-time needs.
- D. The ability to purchase servers with the maximum possible number of CPUs and memory modules to ensure future capacity.
- E. HPE's Asset Upcycling Services, which provide a secure and environmentally responsible way to retire old IT equipment.

Answer: B,C,E

NEW QUESTION # 28

A customer is interested in HPE Aruba Networking Central for managing their campus and branch networks. They want to understand the specific value of its AIOps capabilities.

Customer Question: "We have network monitoring tools today.

What does the 'AI' in Aruba Central's AIOps actually do for me?"

How should the sales professional describe the value of AIOps in HPE Aruba Networking Central?

- A. It generates a single, monthly invoice for all network-related services.
- B. It allows network administrators to write and execute custom Python scripts directly on the switches.
- C. It automatically orders new hardware when capacity limits are reached.
- D. It provides AI-powered insights that predict and resolve potential user connectivity and performance issues before they generate help desk tickets.

Answer: D

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