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

NEW QUESTION # 10
What is the fundamental purpose of HPE AI Solutions, including High-Performance Computing (HPC), in a business context?

- A. To replace all human employees with automated systems.
- B. To provide basic file and print services for small office environments.
- C. To enable organizations to analyze vast amounts of data, run complex simulations, and train AI models to accelerate innovation and gain competitive insights.
- D. To offer a simple, low-cost alternative to traditional desktop computers for office productivity applications.

Answer: C

NEW QUESTION # 11
What is a primary benefit of HPE SaaS solutions, such as OpsRamp and HPE Aruba Networking Central, for a customer's IT operations team?

- A. It guarantees a reduction in network latency for all applications.
- B. It allows for the consumption of advanced software capabilities without the burden of managing the underlying application infrastructure.
- C. It eliminates the need for any on-premises hardware.
- D. It provides a perpetual software license with a one-time purchase.

Answer: B

NEW QUESTION # 12
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. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.
- B. OpsRamp, to monitor the existing Private Cloud.
- C. Data Services Cloud Console (DSCC), to manage storage for the network.
- D. HPE Financial Services, to create a custom lease for new switches.

Answer: A

NEW QUESTION # 13
A customer wants to adopt a NaaS (Network-as-a-Service) model for their campus LAN infrastructure. They want to ensure they can easily manage access policies for a diverse set of users and devices, including employees, guests, and IoT sensors.
Which capabilities of HPE Aruba Networking Central are most important to highlight to meet this specific requirement for advanced access control? (Choose 2.)

- A. Advanced client profiling to automatically identify and classify devices connecting to the network.
- B. The ability to monitor WAN gateway health and performance.
- C. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.
- D. Consumption analytics showing buffer credit usage over time.
- E. Centralized dashboard showing the number of access points and switches online.

Answer: A,C

NEW QUESTION # 14
What is the primary role of HPE Services in a customer's as-a-service or AI solution adoption journey?

- A. To offer financing and leasing options to help customers acquire technology with an OpEx model.
- B. To sell third-party software licenses for applications that run on HPE hardware.
- C. To act as a trusted advisor and expert implementer, helping customers plan, migrate, operate, and evolve their hybrid cloud and AI environments.
- D. To provide only break/fix hardware replacement for servers and storage.

Answer: C

NEW QUESTION # 15
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