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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q37-Q42):

NEW QUESTION # 37

A customer is comparing HPE GreenLake with a "do-it-yourself" (DIY) approach to building a private cloud. The customer's IT team believes they can save money by purchasing hardware and software separately and integrating it themselves.

Customer Objection: "We have smart engineers. We can build our own cloud experience by integrating hardware and software from different vendors.

Why should we pay for HPE GreenLake?"

How should a sales professional position the value of HPE GreenLake against this DIY approach?

- A. Explain that HPE GreenLake is primarily for customers who lack skilled engineers.
- B. Emphasize that HPE GreenLake offers more hardware configuration choices than a DIY approach.
- C. Agree that the DIY approach is cheaper and suggest the customer only use HPE for hardware.
- **D. Focus on the faster time-to-value and reduced risk achieved with a pre-integrated, fully managed as-a-service platform like HPE GreenLake.**

Answer: D

NEW QUESTION # 38

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

Answer: B

NEW QUESTION # 39

An IT Manager is reviewing a feature comparison between their current on-premises IT monitoring tools and the OpsRamp AIOps platform.

Feature Comparison:

| Capability | Legacy Tools | OpsRamp (HPE SaaS) |

| : | : | : |

| Discovery & Monitoring | Manual, siloed by domain | Full-stack, hybrid cloud |

| Alerting | Static thresholds, high volume | AIOps-driven correlation |

| Remediation | Manual runbooks | Automated, policy-based |

| Management | Multiple, separate consoles | Unified, service-centric view | After reviewing the chart, the IT Manager states, "I'm concerned about alert fatigue. My team is overwhelmed with notifications, and they can't tell what's important." How should the sales professional use the information in the chart to address this specific objection?

- A. Emphasize that OpsRamp can automate the remediation of issues, so the alerts are less important.
- **B. Highlight that OpsRamp uses AIOps to correlate events, suppressing noise and intelligently escalating only the root-cause incidents, thus reducing alert fatigue.**
- C. Explain that OpsRamp's full-stack discovery will find even more things to generate alerts for.
- D. Focus on the unified management console as the primary way to manage the high volume of alerts.

Answer: B

NEW QUESTION # 40

Which statement best defines the value of OpsRamp for a customer managing a hybrid, multi-cloud environment?

- **A. It is a SaaS platform that provides unified observability, AIOps, and automation across the entire IT estate, from on-premises to public cloud.**
- B. It is an on-premises hardware appliance used exclusively for monitoring HPE ProLiant servers.

- C. It is a financial dashboard within HPE GreenLake used to track monthly service consumption and costs.
- D. It is a network management tool used only for configuring HPE Aruba switches and access points.

Answer: A

NEW QUESTION # 41

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

Answer: D

NEW QUESTION # 42

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