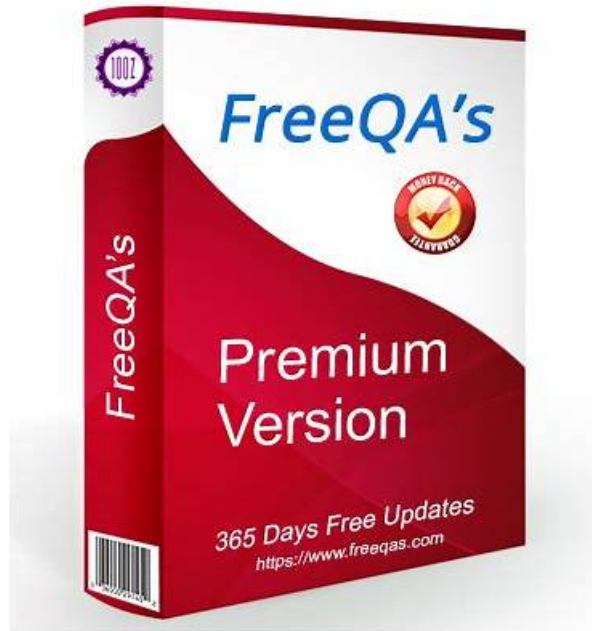


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q19-Q24):

NEW QUESTION # 19

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

Answer: C,D

NEW QUESTION # 20

A customer is reviewing their monthly usage report in the HPE GreenLake cloud platform. They notice a section with the following details.

Report Snippet: Consumption Analytics

- Service: Virtual Machine Instances
- Committed Monthly Capacity: 2,000 vCPU
- Peak Usage Last Month: 2,850 vCPU
- Average Usage Last Month: 1,950 vCPU
- Current Trend: Usage has grown 15% month-over-month for the past quarter.
- Recommendation: Increase committed capacity to 2,500 vCPU to optimize cost.

What is the primary business benefit the sales professional should highlight from this consumption analytics data?

- A. It proves that the customer is not using the service enough to justify the cost.
- **B. It provides actionable insights for proactive capacity planning and cost optimization.**
- C. It shows that the hardware is failing and needs to be replaced immediately.
- D. It allows the customer to directly manage the physical server hardware in the data center.

Answer: B

NEW QUESTION # 21

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. Agree that the DIY approach is cheaper and suggest the customer only use HPE for hardware.
- B. Explain that HPE GreenLake is primarily for customers who lack skilled engineers.
- C. Emphasize that HPE GreenLake offers more hardware configuration choices than a DIY approach.
- **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 # 22

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 Financial Services, to create a custom lease for new switches.

- B. Data Services Cloud Console (DSCC), to manage storage for the network.
- **C. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.**
- D. OpsRamp, to monitor the existing Private Cloud.

Answer: C

NEW QUESTION # 23

HPE's overall strategy is to be the "edge-to-cloud" company.

Which statements accurately reflect how the HPE GreenLake platform and the acquisition of OpsRamp support this strategy? (Choose 2.)

- A. By divesting from all networking and edge computing solutions to focus solely on the data center.
- B. By focusing exclusively on selling on-premises hardware with traditional support contracts.
- **C. By providing a unified platform (OpsRamp) for observability and management across HPE-managed assets and third-party multi-cloud environments.**
- D. By forcing customers to move all their edge data into a centralized public cloud.
- **E. By providing a consistent cloud operating experience for applications and data from the edge to the data center.**

Answer: C,E

NEW QUESTION # 24

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