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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q18-Q23):

### NEW QUESTION # 18

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

- A. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- B. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- C. 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.
- D. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.

**Answer: C**

### NEW QUESTION # 19

A fast-growing software company needs to expand its IT infrastructure to support its development and QA teams. They are hesitant

to tie up capital in depreciating hardware assets and are looking for ways to preserve cash for hiring more developers. Which benefits of using HPE Financial Services should a sales professional emphasize for this customer? (Select all that apply.)

- A. It provides deep technical expertise for migrating workloads to the cloud.
- B. It offers break/fix hardware support with guaranteed service level agreements.
- C. It can free up capital and preserve cash flow for investment in core business activities.
- D. It helps align technology costs with business benefits by spreading payments over time.
- E. It enables a circular economy approach through asset upcycling and certified pre-owned options.

**Answer: C,D,E**

#### **NEW QUESTION # 20**

A customer wants to gain unified visibility and AIOps-driven insights across their entire hybrid IT estate, which includes on-premises HPE infrastructure, virtualized environments, and workloads running in multiple public clouds.

Which capabilities of OpsRamp should a sales professional highlight to address this need for comprehensive, service-centric observability? (Select all that apply.)

- A. The ability to manage HPE Aruba network switches at the command-line level.
- B. A service-centric AIOps engine that correlates alerts to identify root causes and reduce alert noise.
- C. Seamless integration with third-party tools and public clouds to provide a single source of truth.
- D. Full-stack discovery and monitoring that provides a complete inventory of hybrid IT resources.
- E. The functionality to order new physical servers directly from the OpsRamp dashboard.

**Answer: B,C,D**

#### **NEW QUESTION # 21**

A medium-sized enterprise is embarking on its first major AI initiative. They have a team of data scientists but lack the deep expertise in managing and optimizing the underlying HPC infrastructure required for AI model training. They have a limited upfront budget but a clear business case for the project.

Customer Profile:

- Company Size: Medium Enterprise
- AI Experience: Limited infrastructure expertise
- Budget: Prefers OpEx over CapEx
- Project: Develop a predictive analytics model for customer churn.

Which HPE solution, combined with the right service and financial model, creates the most compelling proposal for this customer?

- A. An outright purchase of HPE ProLiant servers with basic support.
- B. HPE GreenLake for HPC, which provides a fully managed, consumption-based HPC environment.
- C. A lease on HPE Alletra storage arrays.
- D. A public cloud provider's spot instances for cheap, temporary compute.

**Answer: B**

#### **NEW QUESTION # 22**

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

**Answer: B,C**

## NEW QUESTION # 23

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