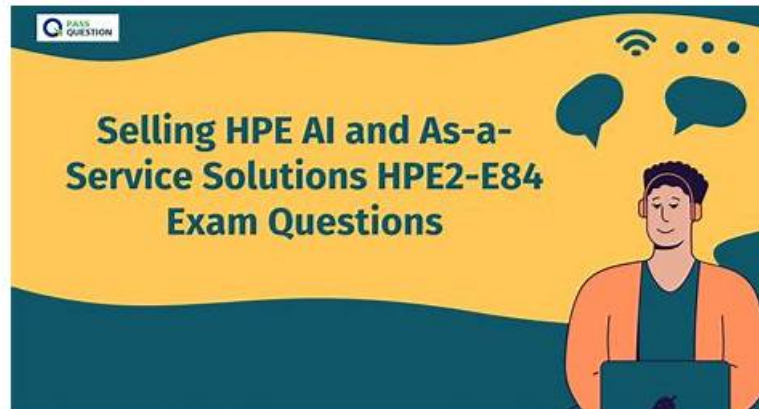


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q26-Q31):

NEW QUESTION # 26

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. HPE GreenLake for HPC, which provides a fully managed, consumption-based HPC environment.
- B. A lease on HPE Alletra storage arrays.

- C. An outright purchase of HPE ProLiant servers with basic support.
- D. A public cloud provider's spot instances for cheap, temporary compute.

Answer: A

NEW QUESTION # 27

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

Answer: D

NEW QUESTION # 28

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.
- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- **A. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.**
- B. Recommend replacing all existing storage with a larger, upfront capital purchase.
- **C. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.**
- D. Suggest the customer stop developing hybrid applications.
- E. Propose reducing the customer's compute commitment to save them money.

Answer: A,C

NEW QUESTION # 29

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

- A. It is an on-premises hardware appliance used exclusively for monitoring HPE ProLiant servers.
- **B. It is a SaaS platform that provides unified observability, AIOps, and automation across the entire IT estate, from on-premises to public cloud.**
- C. It is a network management tool used only for configuring HPE Aruba switches and access points.
- D. It is a financial dashboard within HPE GreenLake used to track monthly service consumption and costs.

Answer: B

NEW QUESTION # 30

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 # 31

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