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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q32-Q37):

### NEW QUESTION # 32

A new customer is exploring HPE GreenLake for the first time. Their IT team is small and focused on application development, not infrastructure management. They have expressed the following needs:

Customer Initiative: "IT Modernization"

Business Goal: Free up IT staff from routine hardware management.

Key Challenge: Limited in-house expertise for managing advanced storage arrays.

Financial Model: Preference for OpEx to preserve capital for innovation projects.

Based on these requirements, which HPE IaaS solution is the most appropriate initial recommendation?

- A. HPE MSA Storage array purchased outright.
- B. HPE Alletra Storage MP array purchased with a traditional support contract.
- C. A fully-managed public cloud provider.
- **D. HPE GreenLake for Block Storage.**

**Answer: D**

### NEW QUESTION # 33

A sales professional is presenting to a customer with a mix of virtualized workloads. The customer is trying to decide between two HPE IaaS solutions offered through GreenLake. Review the customer's workload summary:

Workload Profile:

- Primary: General purpose virtual machines (VMs) for development, test, and corporate applications.
- Key Driver: Extreme operational simplicity and VM-centric management.
- Secondary: A mission-critical SQL database requiring 99.9999% guaranteed availability.
- Constraint: The customer wants a single vendor for both workload environments but needs to understand the ideal placement for each.

How should the sales professional position HPE's IaaS offerings to address this customer's needs?

- A. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.
- B. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.
- **C. Position HPE GreenLake for Private Cloud Business Edition, which uses HPE SimpliVity, for the general purpose VMs due to its hyperconverged simplicity, and HPE GreenLake for Block Storage, using HPE Alletra, for the mission-critical SQL database.**
- D. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.

**Answer: C**

### NEW QUESTION # 34

A customer's operations team is struggling to manage their IT environment. They present the following challenges.

Customer Pain Points:

- Too many different monitoring tools for servers, network, and cloud.
- The IT team gets thousands of alerts, but it's hard to find the real root cause of a problem.
- It takes too long to resolve incidents because teams have to manually correlate data from different systems.
- They have no way to automate routine fixes.

Which HPE SaaS solution is specifically designed to address all of these operational challenges?

- A. HPE Aruba Networking Central
- B. HPE GreenLake for Block Storage
- C. HPE Financial Services
- **D. OpsRamp**

**Answer: D**

### NEW QUESTION # 35

A retail customer with hundreds of branch locations is struggling to manage its distributed network infrastructure. They provide the following list of challenges to an HPE sales professional:

Customer Pain Points:

- Inconsistent network configurations across stores, leading to performance issues.
- Difficulty getting a unified view of wired, wireless, and WAN health.
- IT team is spending too much time on manual troubleshooting and device-by-device updates.
- Need to rapidly deploy new services to branches without sending technicians onsite.

Which HPE SaaS solution is specifically designed to address all these challenges?

- A. OpsRamp
- **B. HPE Aruba Networking Central**
- C. Data Services Cloud Console (DSCC)
- D. HPE GreenLake for Private Cloud Business Edition

**Answer: B**

### NEW QUESTION # 36

An HPE sales professional is meeting with a hospital's IT director who is planning a major EHR (Electronic Health Record) system modernization. The IT director has listed several critical concerns.

Customer Requirements:

- The new EHR system is mission-critical and downtime is not an option.
- The hospital's IT team is stretched thin and lacks expertise in complex workload migration.
- The project must be deployed correctly and on-time to meet regulatory deadlines.
- They need ongoing support to ensure the environment remains optimized and secure post-launch.

Which component of the HPE Services portfolio is designed to address the need for expert assistance with planning, migration, and long-term operational support?

- A. HPE Education Services
- B. HPE Financial Services
- C. A standard HPE hardware warranty
- **D. HPE Services (combining Advisory and Operational Services)**

**Answer: D**

### NEW QUESTION # 37

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