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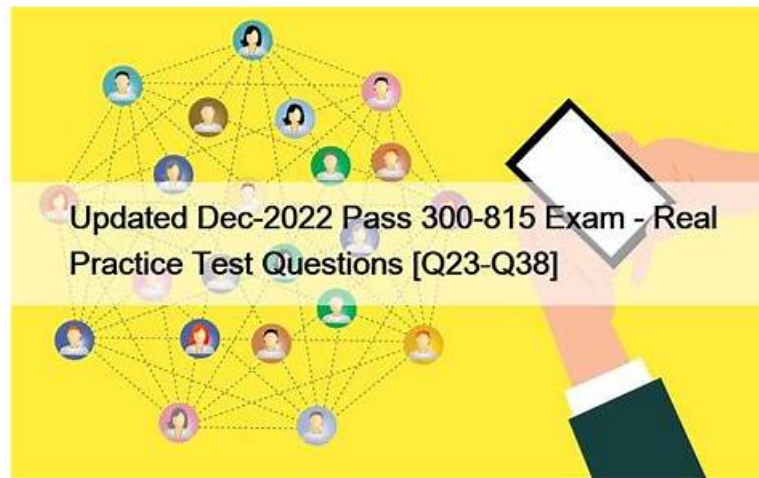
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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q17-Q22):

NEW QUESTION # 17
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. OpsRamp, to monitor the existing Private Cloud.
- B. HPE Financial Services, to create a custom lease for new switches.

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

Answer: D

NEW QUESTION # 18

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. 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.
- B. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- C. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.
- D. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.

Answer: A

NEW QUESTION # 19

A manufacturing client wants to implement an AI solution to improve quality control by visually inspecting products on the assembly line. The solution must be able to identify microscopic defects in real-time. This requires processing high-resolution video streams with extremely low latency.

What are the key infrastructure requirements that an HPE sales professional must identify for this AI use case? (Choose 2.)

- A. Low-power, low-cost CPUs for maximum energy efficiency.
- B. A centralized, cloud-only storage solution for archiving data.
- C. High-throughput, low-latency networking to move video data without delay.
- D. High-performance, GPU-based accelerated computing to run the AI inference models.
- E. A simple file-sharing protocol like SMB.

Answer: C,D

NEW QUESTION # 20

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

Answer: B,D

NEW QUESTION # 21

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

Answer: A

NEW QUESTION # 22

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