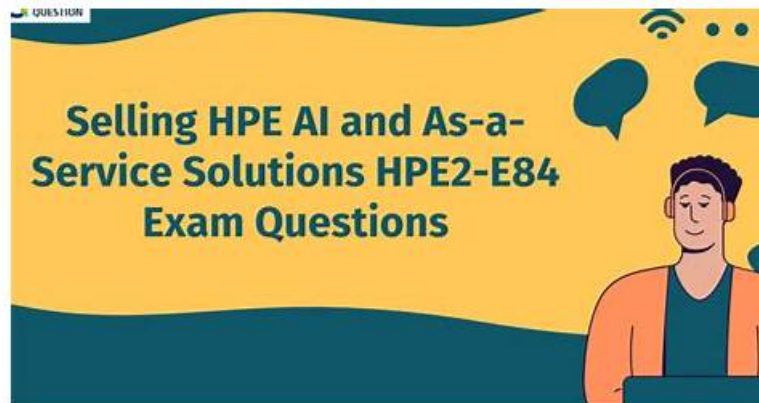


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q15-Q20):

NEW QUESTION # 15

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

Answer: A,C,D

NEW QUESTION # 16

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

Answer: D

NEW QUESTION # 17

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

Answer: A,D

NEW QUESTION # 18

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 allows for the consumption of advanced software capabilities without the burden of managing the underlying application infrastructure.**
- B. It provides a perpetual software license with a one-time purchase.
- C. It guarantees a reduction in network latency for all applications.
- D. It eliminates the need for any on-premises hardware.

Answer: A

NEW QUESTION # 19

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

Answer: C

NEW QUESTION # 20

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