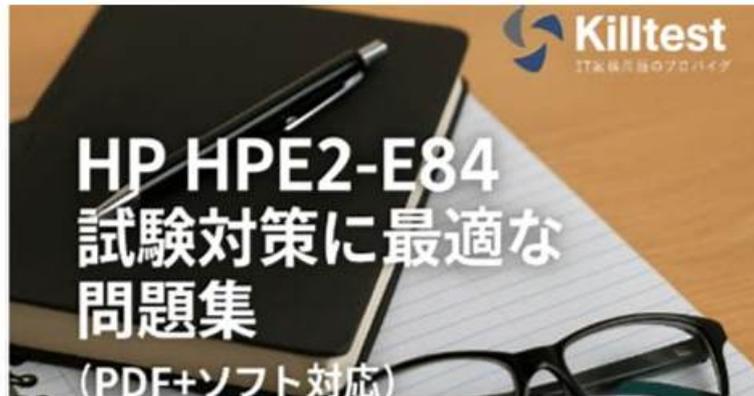


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### HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q28-Q33):

#### NEW QUESTION # 28

A customer is implementing a complex HPE GreenLake solution that includes private cloud, data protection, and networking components. The customer's IT team is highly skilled in their legacy environment but has no experience with cloud operating models or managing an as-a-service platform.

Customer Profile:

- Technical Expertise: Strong in traditional IT, weak in cloud/AaS.
- Project Scope: Complex, multi-workload HPE GreenLake deployment.
- Key Concern: "How do we ensure a smooth transition and that my team can effectively manage this new environment without extensive trial and error?" Which HPE Service offering should be positioned as essential for this customer's success?

- A. HPE Financial Services Asset Upcycling.
- **B. HPE Operational Services.**
- C. A simple services credit with the GreenLake contract.
- D. Basic break/fix hardware support.

**Answer: B**

**NEW QUESTION # 29**

A customer is deploying a solution using HPE Aruba Networking Central. They need to ensure that different types of devices are automatically placed into the correct network segments with the right security policies when they connect.

Use Case: Automated Device Security

- Requirement 1: Automatically identify device types (e.g., corporate laptop, IoT camera, guest smartphone).
- Requirement 2: Dynamically assign devices to predefined roles.
- Requirement 3: Enforce role-based access policies (e.g., IoT cameras can only talk to the video server).

Which Aruba Central feature set is designed to deliver this automated, policy-based access control?

- A. Virtual Private Network (VPN) monitoring
- B. WAN gateway health monitoring
- C. Firmware compliance reporting
- **D. Cloud-native Network Access Control (NAC) with client profiling**

**Answer: D**

**NEW QUESTION # 30**

A customer with strong Environmental, Social, and Governance (ESG) goals wants to understand how HPE can help them build a more sustainable IT strategy. They are particularly concerned about energy consumption and overprovisioning in their data center. Which HPE offerings and capabilities should a sales professional highlight to address these sustainability concerns? (Select all that apply.)

- **A. The HPE Sustainability Dashboard, which provides visibility into IT energy consumption, carbon footprint, and utilization metrics.**
- B. The use of older, less efficient hardware that has already been fully depreciated to avoid new manufacturing.
- C. The ability to purchase servers with the maximum possible number of CPUs and memory modules to ensure future capacity.
- **D. HPE's Asset Upcycling Services, which provide a secure and environmentally responsible way to retire old IT equipment.**
- **E. The HPE GreenLake consumption model, which helps eliminate overprovisioning by aligning capacity with real-time needs.**

**Answer: A,D,E**

**NEW QUESTION # 31**

A customer's primary driver for considering an as-a-service model is to move IT spending from large, unpredictable capital expenditures (CapEx) to predictable, recurring operational expenditures (OpEx).

Which core benefit of HPE's IaaS solutions, like HPE GreenLake, directly addresses this financial objective?

- A. The ability to scale capacity up or down on demand.
- **B. A pay-per-use consumption model that aligns costs with usage.**
- C. Management of the infrastructure through a cloud-based console.
- D. Access to the latest hardware technology without ownership.

**Answer: B**

**NEW QUESTION # 32**

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

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

**Answer: C**

## NEW QUESTION # 33

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