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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q11-Q16):

NEW QUESTION # 11
A customer is in a competitive evaluation for a storage-as-a-service solution. The IT director is leaning toward Dell APEX but has concerns about management complexity. The HPE sales professional presents the following information to highlight HPE's advantage.
Competitive Differentiator: Unified Cloud Experience
HPE Position:
- Single cloud console (DSCC) for managing the entire global fleet of block, file, and DR services.
- Intent-based provisioning simplifies administration.
- AIOps (HPE InfoSight) predicts and prevents issues across the stack.
Known Competitor Information (Dell APEX):
- Requires multiple, separate tools for different storage types and services.
- Lacks the equivalent depth of predictive analytics for issue prevention.
Which key value propositions should the sales professional emphasize to counter the Dell APEX position? (Select all that apply.)

- A. HPE provides a consistent, simplified operational experience across the hybrid cloud, reducing management overhead and risk.
- B. HPE offers lower monthly pricing for all service tiers.

- C. HPE allows customers to manage their entire data infrastructure lifecycle, from provisioning to protection, through a single cloud-native interface.
- D. Dell APEX offers a faster initial procurement and deployment timeline.
- E. HPE's AI-driven approach to infrastructure management proactively keeps applications running without manual intervention.

Answer: A,C,E

NEW QUESTION # 12
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. Firmware compliance reporting
- C. WAN gateway health monitoring
- D. Cloud-native Network Access Control (NAC) with client profiling

Answer: D

NEW QUESTION # 13
A customer is reviewing their monthly usage report in the HPE GreenLake cloud platform. They notice a section with the following details.
Report Snippet: Consumption Analytics
- Service: Virtual Machine Instances
- Committed Monthly Capacity: 2,000 vCPU
- Peak Usage Last Month: 2,850 vCPU
- Average Usage Last Month: 1,950 vCPU
- Current Trend: Usage has grown 15% month-over-month for the past quarter.
- Recommendation: Increase committed capacity to 2,500 vCPU to optimize cost.
What is the primary business benefit the sales professional should highlight from this consumption analytics data?

- A. It allows the customer to directly manage the physical server hardware in the data center.
- B. It shows that the hardware is failing and needs to be replaced immediately.
- C. It proves that the customer is not using the service enough to justify the cost.
- D. It provides actionable insights for proactive capacity planning and cost optimization.

Answer: D

NEW QUESTION # 14
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. Data Services Cloud Console (DSCC), to manage storage for the network.
- C. HPE Financial Services, to create a custom lease for new switches.
- D. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.

Answer: D

NEW QUESTION # 15
Which statement best defines the value of OpsRamp for a customer managing a hybrid, multi-cloud environment?

- A. It is a SaaS platform that provides unified observability, AIOps, and automation across the entire IT estate, from on-premises to public cloud.
- B. It is an on-premises hardware appliance used exclusively for monitoring HPE ProLiant servers.
- 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: A

NEW QUESTION # 16
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