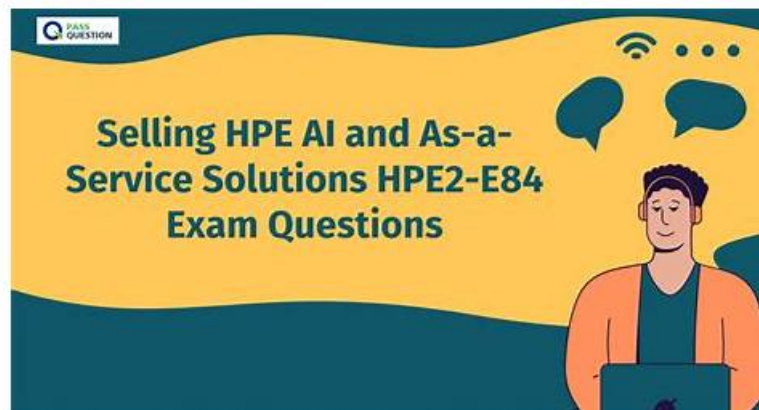


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q33-Q38):

NEW QUESTION # 33

An IT Manager is reviewing a feature comparison between their current on-premises IT monitoring tools and the OpsRamp AIOps platform.

Feature Comparison:

| Capability | Legacy Tools | OpsRamp (HPE SaaS) |

| : | : | : |

| Discovery & Monitoring | Manual, siloed by domain | Full-stack, hybrid cloud |

| Alerting | Static thresholds, high volume | AIOps-driven correlation |

| Remediation | Manual runbooks | Automated, policy-based |

| Management | Multiple, separate consoles | Unified, service-centric view | After reviewing the chart, the IT Manager states, "I'm concerned about alert fatigue. My team is overwhelmed with notifications, and they can't tell what's important." How should the sales professional use the information in the chart to address this specific objection?

- A. Highlight that OpsRamp uses AIOps to correlate events, suppressing noise and intelligently escalating only the root-cause incidents, thus reducing alert fatigue.
- B. Focus on the unified management console as the primary way to manage the high volume of alerts.
- C. Explain that OpsRamp's full-stack discovery will find even more things to generate alerts for.
- D. Emphasize that OpsRamp can automate the remediation of issues, so the alerts are less important.

Answer: A

NEW QUESTION # 34

A partner is hesitant to lead with HPE GreenLake because they are accustomed to the large, upfront revenue and margin from traditional hardware sales.

Partner Objection:

"The as-a-service model seems like it will reduce my initial deal size and profitability.

Why should I change my sales motion from a traditional CapEx sale to a GreenLake OpEx deal?" How should an HPE channel manager explain the benefits of the as-a-service model *for the partner*?

- A. Tell the partner they will make the exact same upfront margin as a traditional sale.
- B. Emphasize that the partner can add their own managed services on top of the HPE GreenLake platform to create new, high-margin offerings.
- C. State that as-a-service deals require less sales effort and technical knowledge.
- D. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.
- E. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.

Answer: B,D

NEW QUESTION # 35

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

Answer: D

NEW QUESTION # 36

Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaS) and AI solutions?

- A. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- B. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- C. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- D. The desire to gain the financial flexibility of the cloud operating model for on-premises workloads, coupled with the need to modernize applications with AI.

Answer: D

NEW QUESTION # 37

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

Answer: A

NEW QUESTION # 38

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