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

**Answer: A,C,D**

### NEW QUESTION # 16

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

- A. 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.
- B. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- C. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- D. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.

**Answer: A**

### NEW QUESTION # 17

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.
- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- A. Propose reducing the customer's compute commitment to save them money.
- B. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.
- C. Recommend replacing all existing storage with a larger, upfront capital purchase.
- D. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.
- E. Suggest the customer stop developing hybrid applications.

**Answer: B,D**

### NEW QUESTION # 18

A customer is using HPE GreenLake for Block Storage and wants to optimize their environment to align with business-level objectives for their critical applications.

Which features of the Data Services Cloud Console (DSCC) should the sales professional highlight to demonstrate how HPE helps achieve this? (Choose 2.) Customer Goal: Ensure business-critical applications (e.g., SAP HANA) always have the necessary performance and protection, managed through a simple, intent-based workflow.

- A. The ability to monitor power consumption and carbon footprint from the sustainability dashboard.
- B. The use of AI-powered "cross-stack analytics" to predict and prevent performance issues before they impact applications.
- C. The use of Consumption Analytics to track historical usage and forecast future costs.
- D. The ability to provision storage by specifying the capacity, host group, and RAID level.
- E. Intent-based provisioning where an administrator defines the desired service level (e.g., mission-critical tier) and the system

automates placement and data protection.

Answer: B,E

#### NEW QUESTION # 19

A medium-sized enterprise is embarking on its first major AI initiative. They have a team of data scientists but lack the deep expertise in managing and optimizing the underlying HPC infrastructure required for AI model training. They have a limited upfront budget but a clear business case for the project.

Customer Profile:

- Company Size: Medium Enterprise
- AI Experience: Limited infrastructure expertise
- Budget: Prefers OpEx over CapEx
- Project: Develop a predictive analytics model for customer churn.

Which HPE solution, combined with the right service and financial model, creates the most compelling proposal for this customer?

- A. HPE GreenLake for HPC, which provides a fully managed, consumption-based HPC environment.
- B. An outright purchase of HPE ProLiant servers with basic support.
- C. A lease on HPE Alletra storage arrays.
- D. A public cloud provider's spot instances for cheap, temporary compute.

Answer: A

#### NEW QUESTION # 20

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