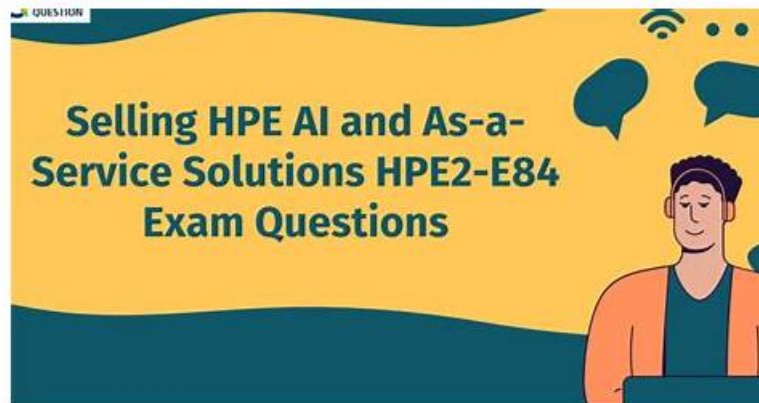


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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q33-Q38):

### NEW QUESTION # 33

A financial services customer is building a large-scale, on-premises AI cloud to develop and train Large Language Models (LLMs). They require a full-stack, purpose-built solution that is co-developed with the leader in accelerated computing and optimized for generative AI workloads.

Executive Summary: AI Initiative

- Project: "Project Prometheus" - Sovereign Generative AI Cloud
- Workload: Large-scale LLM training and fine-tuning
- Key Requirement: A tightly integrated, enterprise-class solution from trusted vendors, offering a "turnkey" experience for AI developers.
- Strategic Partner Preference: Must include technology from NVIDIA.

Which comprehensive HPE solution should be positioned to meet all these high-level requirements?

- A. 'NVIDIA AI Computing by HPE' portfolio
- B. A custom-built solution using components from multiple different server vendors
- C. HPE GreenLake for Private Cloud Business Edition
- D. NVIDIA DGX Cloud hosted in a public cloud

**Answer: A**

**NEW QUESTION # 34**

A customer wants to adopt a NaaS (Network-as-a-Service) model for their campus LAN infrastructure. They want to ensure they can easily manage access policies for a diverse set of users and devices, including employees, guests, and IoT sensors. Which capabilities of HPE Aruba Networking Central are most important to highlight to meet this specific requirement for advanced access control? (Choose 2.)

- **A. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.**
- B. Consumption analytics showing buffer credit usage over time.
- **C. Advanced client profiling to automatically identify and classify devices connecting to the network.**
- D. Centralized dashboard showing the number of access points and switches online.
- E. The ability to monitor WAN gateway health and performance.

**Answer: A,C**

**NEW QUESTION # 35**

A fast-growing software company needs to expand its IT infrastructure to support its development and QA teams. They are hesitant to tie up capital in depreciating hardware assets and are looking for ways to preserve cash for hiring more developers. Which benefits of using HPE Financial Services should a sales professional emphasize for this customer? (Select all that apply.)

- A. It offers break/fix hardware support with guaranteed service level agreements.
- **B. It can free up capital and preserve cash flow for investment in core business activities.**
- **C. It helps align technology costs with business benefits by spreading payments over time.**
- **D. It enables a circular economy approach through asset upcycling and certified pre-owned options.**
- E. It provides deep technical expertise for migrating workloads to the cloud.

**Answer: B,C,D**

**NEW QUESTION # 36**

A customer wants to deploy a full-stack AI solution that is optimized for both AI training and inference workloads. They are concerned about the complexity of integrating servers, storage, networking, and the AI software stack from different vendors. How does the 'NVIDIA AI Computing by HPE' portfolio address this specific customer concern? (Select all that apply.)

- A. By allowing customers to select and integrate their own choice of components from any third-party vendor.
- **B. By providing a curated set of AI software and models, including the NVIDIA AI Enterprise software suite.**
- C. By focusing exclusively on providing the server hardware and leaving software integration to the customer.
- **D. By delivering a seamless, cloud-like experience for AI development and deployment through HPE GreenLake.**
- **E. By offering a pre-validated, full-stack solution that is co-engineered by HPE and NVIDIA.**

**Answer: B,D,E**

**NEW QUESTION # 37**

A customer has been using HPE GreenLake for Block Storage for over a year. A review of their consumption analytics reveals that their monthly usage consistently exceeds their committed capacity, resulting in higher-than-expected overage charges. How should this data be used to have a strategic conversation with the customer? (Select all that apply.)

- **A. As an opportunity to discuss their future growth plans and right-size their environment for the next 12 months.**
- B. To suggest that they immediately migrate the workload to the public cloud.
- C. As proof that the customer's application is inefficient and needs to be rewritten.
- **D. To proactively propose an increase in their committed capacity, which would lower their per-unit cost and reduce or eliminate overage charges.**
- E. To demonstrate that the pay-per-use model is not working for them.

**Answer: A,D**

## NEW QUESTION # 38

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