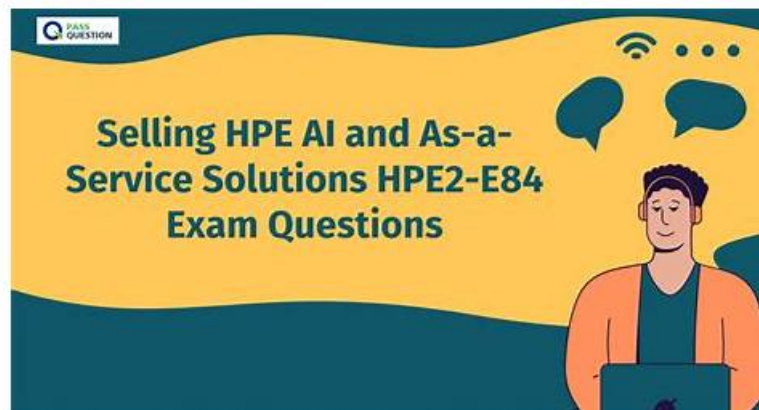


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q38-Q43):

NEW QUESTION # 38

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

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

year.

Answer: B

NEW QUESTION # 39

What is the core value proposition of a flexible, consumption-based solution like HPE GreenLake Flex Solutions compared to a traditional fixed-term lease?

- A. It allows the customer to purchase the equipment at the end of the term for a fixed, predetermined price.
- B. It guarantees a lower total cost of ownership over a three-year period.
- **C. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.**
- D. It includes all software licensing for applications running on the infrastructure.

Answer: C

NEW QUESTION # 40

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

Answer: C,D

NEW QUESTION # 41

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

Answer: C

NEW QUESTION # 42

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

Answer: C

NEW QUESTION # 43

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