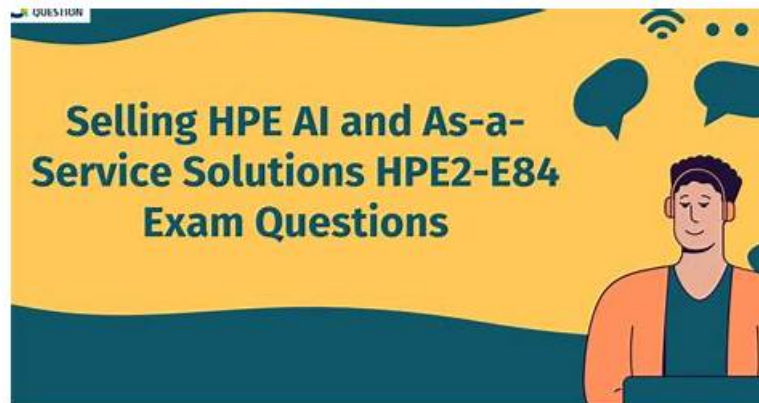


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q14-Q19):

NEW QUESTION # 14

During a sales conversation about a large data center refresh, a customer raises a significant objection.

Customer Objection:

"We simply don't have the capital budget approved for a multi-million dollar hardware purchase this year. We want to modernize, but our board is pushing to shift all major IT investments to a recurring, operational expense model." Which HPE offerings are specifically designed to overcome this type of financial objection? (Choose 2.)

- A. HPE ProLiant servers with the highest core counts and memory.
- B. HPE Financial Services, which provides flexible payment solutions like leasing and financing.
- C. HPE Services for break/fix hardware support.
- D. HPE GreenLake, which provides a pay-per-use consumption model.
- E. HPE Training Services for technical certifications.

Answer: B,D

NEW QUESTION # 15

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

Answer: A,C

NEW QUESTION # 16

A CIO of a manufacturing company is outlining their strategic goals for the next three years.

Customer Strategic Goals:

- Goal 1: Increase operational efficiency on the factory floor by using predictive maintenance.
- Goal 2: Shift from large, infrequent technology investments to a more predictable, consumption-based financial model.
- Goal 3: Reduce the company's carbon footprint by optimizing IT infrastructure utilization.

Which market trends do these goals directly reflect?

- A. The convergence of AI for business outcomes, the demand for flexible as-a-service consumption, and the growing importance of sustainability.
- B. The standardization on a single hardware vendor and the outsourcing of all IT functions to a third party.
- C. A preference for public cloud-only deployments and a singular focus on reducing operational expenses above all else.
- D. A focus on traditional, on-premises IT purchasing and a move away from data-driven decision making.

Answer: A

NEW QUESTION # 17

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. Advanced client profiling to automatically identify and classify devices connecting to the network.
- C. Centralized dashboard showing the number of access points and switches online.
- D. The ability to monitor WAN gateway health and performance.
- E. Consumption analytics showing buffer credit usage over time.

Answer: A,B

NEW QUESTION # 18

What is a primary benefit of HPE SaaS solutions, such as OpsRamp and HPE Aruba Networking Central, for a customer's IT operations team?

- A. It provides a perpetual software license with a one-time purchase.
- B. It eliminates the need for any on-premises hardware.
- C. It allows for the consumption of advanced software capabilities without the burden of managing the underlying application infrastructure.
- D. It guarantees a reduction in network latency for all applications.

Answer: C

