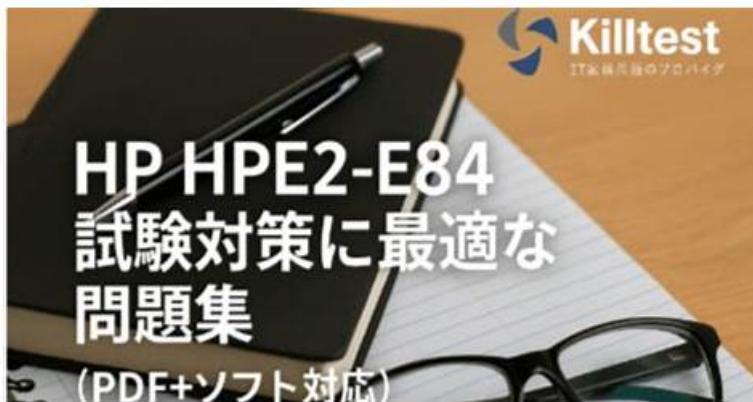


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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q36-Q41):

### NEW QUESTION # 36

HPE's overall strategy is to be the "edge-to-cloud" company.

Which statements accurately reflect how the HPE GreenLake platform and the acquisition of OpsRamp support this strategy?  
(Choose 2.)

- A. By providing a consistent cloud operating experience for applications and data from the edge to the data center.
- B. By forcing customers to move all their edge data into a centralized public cloud.
- C. By divesting from all networking and edge computing solutions to focus solely on the data center.
- D. By providing a unified platform (OpsRamp) for observability and management across HPE-managed assets and third-party multi-cloud environments.
- E. By focusing exclusively on selling on-premises hardware with traditional support contracts.

Answer: A,D

### NEW QUESTION # 37

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

**Answer: B**

**NEW QUESTION # 38**

A large financial services company is planning a major IT transformation. They need to deploy a new IaaS platform for their critical applications but are facing significant capital budget restrictions for the current fiscal year. They also require expert assistance with migration and ongoing management.

Proposal Requirements:

1. On-premises IaaS platform for performance-sensitive trading applications.
2. Must be structured as an operational expense (OpEx) to bypass capital budget freeze.
3. Requires a comprehensive service package including initial workload migration planning and long-term operational support.
4. Solution must provide six-nines (99.9999%) of guaranteed data availability.

Which combination of HPE offerings should a sales professional propose to create a complete solution that meets all of the customer's needs? (Select all that apply.)

- A. **HPE Services (Advisory and Operational)**
- B. HPE GreenLake for Private Cloud Business Edition
- C. A one-time purchase of HPE Primera storage
- D. **HPE Financial Services leasing options**
- E. **HPE GreenLake for Block Storage on HPE Alletra**
- F. A basic, product-attached support contract

**Answer: A,D,E**

**NEW QUESTION # 39**

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

**Answer: D**

**NEW QUESTION # 40**

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

**Answer: C,E**

#### **NEW QUESTION # 41**

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