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

### NEW QUESTION # 14

A large enterprise is looking for a comprehensive AIOps solution to manage their complex hybrid IT environment, which includes on-premises data centers and multiple public clouds. Their primary goals are to reduce IT operations costs and improve service availability.

Which benefits of adopting OpsRamp as their AIOps platform directly contribute to these goals? (Select all that apply.)

- A. It replaces the need for any specialized network administration staff.
- B. It uses machine learning to proactively detect anomalies and predict incidents before they impact business services.
- C. It offers full-stack visibility and service-centric monitoring across hybrid infrastructure, enabling faster root cause analysis.
- D. It provides a single, fixed-price perpetual license for the software.
- E. It automates routine operational tasks and incident remediation, freeing up staff and reducing manual errors.

Answer: B,C,E

### NEW QUESTION # 15

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

Answer: A,B,F

### NEW QUESTION # 16

An existing HPE GreenLake customer wants to expand their use of the platform. They have successfully deployed HPE GreenLake for Private Cloud Business Edition. Now, they want to provide unified, secure network management for their campus and branch offices via a consumption-based model.

Customer Scenario:

- Current State: HPE GreenLake customer for compute (Private Cloud BE).
- Goal: Add Network-as-a-Service (NaaS) for wired and wireless networks.
- Requirement: Must be managed through a cloud-based console and integrate with their as-a-service strategy.

Which HPE SaaS solution, integrated with the GreenLake platform, should be proposed to meet this NaaS requirement?

- A. HPE Financial Services, to create a custom lease for new switches.
- B. Data Services Cloud Console (DSCC), to manage storage for the network.
- C. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.
- D. OpsRamp, to monitor the existing Private Cloud.

Answer: C

### NEW QUESTION # 17

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 includes all software licensing for applications running on the infrastructure.
- C. It guarantees a lower total cost of ownership over a three-year period.
- D. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.

Answer: D

### NEW QUESTION # 18

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

**Answer: D**

## NEW QUESTION # 19

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