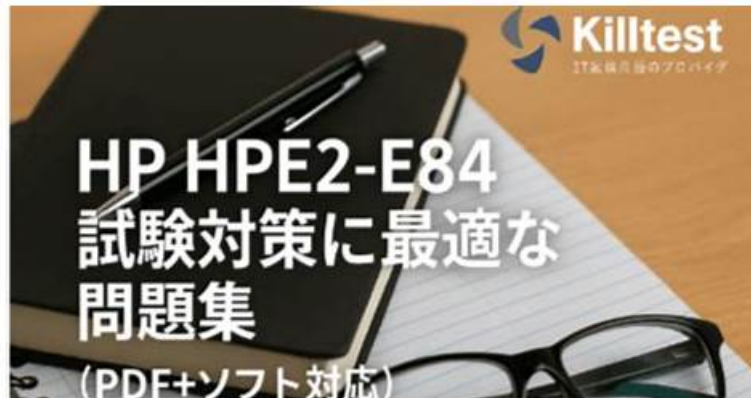


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q13-Q18):

NEW QUESTION # 13

A customer with strong Environmental, Social, and Governance (ESG) goals wants to understand how HPE can help them build a more sustainable IT strategy. They are particularly concerned about energy consumption and overprovisioning in their data center. Which HPE offerings and capabilities should a sales professional highlight to address these sustainability concerns? (Select all that apply.)

- A. The ability to purchase servers with the maximum possible number of CPUs and memory modules to ensure future capacity.
- B. The HPE GreenLake consumption model, which helps eliminate overprovisioning by aligning capacity with real-time needs.
- C. The use of older, less efficient hardware that has already been fully depreciated to avoid new manufacturing.
- D. The HPE Sustainability Dashboard, which provides visibility into IT energy consumption, carbon footprint, and utilization metrics.
- E. HPE's Asset Upcycling Services, which provide a secure and environmentally responsible way to retire old IT equipment.

Answer: B,D,E

NEW QUESTION # 14

What is the primary role of HPE Services in a customer's as-a-service or AI solution adoption journey?

- A. To provide only break/fix hardware replacement for servers and storage.
- **B. To act as a trusted advisor and expert implementer, helping customers plan, migrate, operate, and evolve their hybrid cloud and AI environments.**
- C. To offer financing and leasing options to help customers acquire technology with an OpEx model.
- D. To sell third-party software licenses for applications that run on HPE hardware.

Answer: B

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

Answer: C,E

NEW QUESTION # 16

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. HPE GreenLake for Private Cloud Business Edition
- **C. 'NVIDIA AI Computing by HPE' portfolio**
- D. NVIDIA DGX Cloud hosted in a public cloud

Answer: C

NEW QUESTION # 17

A customer's primary driver for considering an as-a-service model is to move IT spending from large, unpredictable capital expenditures (CapEx) to predictable, recurring operational expenditures (OpEx).

Which core benefit of HPE's IaaS solutions, like HPE GreenLake, directly addresses this financial objective?

- A. Management of the infrastructure through a cloud-based console.
- **B. A pay-per-use consumption model that aligns costs with usage.**
- C. The ability to scale capacity up or down on demand.
- D. Access to the latest hardware technology without ownership.

Answer: B

NEW QUESTION # 18

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