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

NEW QUESTION # 13

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

Answer: A

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 Financial Services, which provides flexible payment solutions like leasing and financing.
- B. HPE ProLiant servers with the highest core counts and memory.
- 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: A,D

NEW QUESTION # 15

Which statement best defines the value of OpsRamp for a customer managing a hybrid, multi-cloud environment?

- A. It is an on-premises hardware appliance used exclusively for monitoring HPE ProLiant servers.
- B. It is a SaaS platform that provides unified observability, AIOps, and automation across the entire IT estate, from on-premises to public cloud.
- C. It is a network management tool used only for configuring HPE Aruba switches and access points.
- D. It is a financial dashboard within HPE GreenLake used to track monthly service consumption and costs.

Answer: B

NEW QUESTION # 16

A customer is starting their AI journey and is confused by the different types of AI. They provide a list of potential projects.

Customer AI Project List:

1. A chatbot to answer common HR questions.
2. A system to analyze factory sensor data to predict machine failure.
3. A tool to generate marketing copy for new products.
4. An application to create realistic images from text descriptions.

The sales professional needs to explain that projects 3 and 4 belong to a specific, transformative category of AI.

Which category is this?

- A. Generative AI
- B. Predictive Analytics
- C. Machine Learning
- D. Robotic Process Automation (RPA)

Answer: A

NEW QUESTION # 17

An IT Manager is reviewing a feature comparison between their current on-premises IT monitoring tools and the OpsRamp AIOps

platform

Feature Comparison:

| Capability | Legacy Tools | OpsRamp (HPE SaaS) |

| : | : | : |

| Discovery & Monitoring | Manual, siloed by domain | Full-stack, hybrid cloud |

| Alerting | Static thresholds, high volume | AIOps-driven correlation |

| Remediation | Manual runbooks | Automated, policy-based |

| Management | Multiple, separate consoles | Unified, service-centric view | After reviewing the chart, the IT Manager states, "I'm concerned about alert fatigue. My team is overwhelmed with notifications, and they can't tell what's important." How should the sales professional use the information in the chart to address this specific objection?

- A. Emphasize that OpsRamp can automate the remediation of issues, so the alerts are less important.
- B. Focus on the unified management console as the primary way to manage the high volume of alerts.
- C. Explain that OpsRamp's full-stack discovery will find even more things to generate alerts for.
- D. **Highlight that OpsRamp uses AIOps to correlate events, suppressing noise and intelligently escalating only the root-cause incidents, thus reducing alert fatigue.**

Answer: D

NEW QUESTION # 18

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