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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q20-Q25):

NEW QUESTION # 20

A customer wants to gain unified visibility and AIOps-driven insights across their entire hybrid IT estate, which includes on-premises HPE infrastructure, virtualized environments, and workloads running in multiple public clouds.

Which capabilities of OpsRamp should a sales professional highlight to address this need for comprehensive, service-centric observability? (Select all that apply.)

- A. The ability to manage HPE Aruba network switches at the command-line level.
- B. The functionality to order new physical servers directly from the OpsRamp dashboard.
- C. Seamless integration with third-party tools and public clouds to provide a single source of truth.
- D. Full-stack discovery and monitoring that provides a complete inventory of hybrid IT resources.
- E. A service-centric AIOps engine that correlates alerts to identify root causes and reduce alert noise.

Answer: C,D,E

NEW QUESTION # 21

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

Answer: B,D

NEW QUESTION # 22

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

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

Answer: C

NEW QUESTION # 23

A customer has been using HPE GreenLake for Block Storage for over a year. A review of their consumption analytics reveals that their monthly usage consistently exceeds their committed capacity, resulting in higher-than-expected overage charges.

How should this data be used to have a strategic conversation with the customer? (Select all that apply.)

- A. To suggest that they immediately migrate the workload to the public cloud.
- B. As proof that the customer's application is inefficient and needs to be rewritten.
- C. As an opportunity to discuss their future growth plans and right-size their environment for the next 12 months.
- D. To demonstrate that the pay-per-use model is not working for them.
- E. To proactively propose an increase in their committed capacity, which would lower their per-unit cost and reduce or eliminate overage charges.

Answer: C,E

NEW QUESTION # 24

A sales professional is presenting to a customer with a mix of virtualized workloads. The customer is trying to decide between two HPE IaaS solutions offered through GreenLake. Review the customer's workload summary:

Workload Profile:

- Primary: General purpose virtual machines (VMs) for development, test, and corporate applications.
- Key Driver: Extreme operational simplicity and VM-centric management.
- Secondary: A mission-critical SQL database requiring 99.9999% guaranteed availability.
- Constraint: The customer wants a single vendor for both workload environments but needs to understand the ideal placement for each.

How should the sales professional position HPE's IaaS offerings to address this customer's needs?

- A. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.
- **B. Position HPE GreenLake for Private Cloud Business Edition, which uses HPE SimpliVity, for the general purpose VMs due to its hyperconverged simplicity, and HPE GreenLake for Block Storage, using HPE Alletra, for the mission-critical SQL database.**
- C. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.
- D. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.

Answer: B

NEW QUESTION # 25

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