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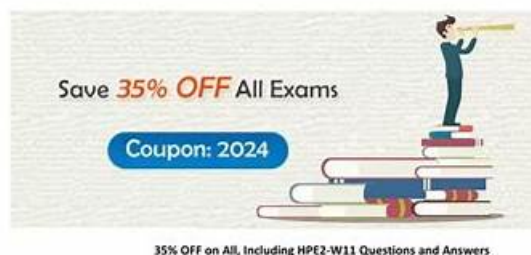
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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q11-Q16):

### NEW QUESTION # 11

A customer is in a competitive evaluation for a storage-as-a-service solution. The IT director is leaning toward Dell APEX but has concerns about management complexity. The HPE sales professional presents the following information to highlight HPE's advantage.

Competitive Differentiator: Unified Cloud Experience

HPE Position:

- Single cloud console (DSCC) for managing the entire global fleet of block, file, and DR services.
- Intent-based provisioning simplifies administration.
- AIOps (HPE InfoSight) predicts and prevents issues across the stack.

Known Competitor Information (Dell APEX):

- Requires multiple, separate tools for different storage types and services.
- Lacks the equivalent depth of predictive analytics for issue prevention.

Which key value propositions should the sales professional emphasize to counter the Dell APEX position? (Select all that apply.)

- A. HPE provides a consistent, simplified operational experience across the hybrid cloud, reducing management overhead and risk.
- B. HPE's AI-driven approach to infrastructure management proactively keeps applications running without manual intervention.
- C. HPE allows customers to manage their entire data infrastructure lifecycle, from provisioning to protection, through a single cloud-native interface.
- D. HPE offers lower monthly pricing for all service tiers.
- E. Dell APEX offers a faster initial procurement and deployment timeline.

Answer: A,B,C

### NEW QUESTION # 12

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

Answer: C

### NEW QUESTION # 13

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

**Answer: A**

#### NEW QUESTION # 14

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. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.
- C. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- D. 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.

**Answer: 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

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