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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q39-Q44):

NEW QUESTION # 39

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.

- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- A. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.
- B. Recommend replacing all existing storage with a larger, upfront capital purchase.
- C. Propose reducing the customer's compute commitment to save them money.
- D. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.
- E. Suggest the customer stop developing hybrid applications.

Answer: A,D

NEW QUESTION # 40

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

Answer: B

NEW QUESTION # 41

A customer wants to adopt a NaaS (Network-as-a-Service) model for their campus LAN infrastructure. They want to ensure they can easily manage access policies for a diverse set of users and devices, including employees, guests, and IoT sensors.

Which capabilities of HPE Aruba Networking Central are most important to highlight to meet this specific requirement for advanced access control? (Choose 2.)

- A. Centralized dashboard showing the number of access points and switches online.
- B. Consumption analytics showing buffer credit usage over time.
- C. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.
- D. Advanced client profiling to automatically identify and classify devices connecting to the network.
- E. The ability to monitor WAN gateway health and performance.

Answer: C,D

NEW QUESTION # 42

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

Answer: A,C,E

NEW QUESTION # 43

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 guarantees a lower total cost of ownership over a three-year period.
- B. It includes all software licensing for applications running on the infrastructure.
- C. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.
- D. It allows the customer to purchase the equipment at the end of the term for a fixed, predetermined price.

Answer: C

NEW QUESTION # 44

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