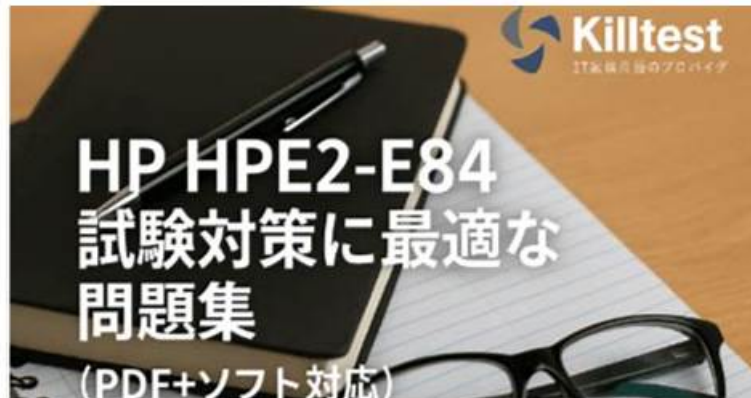


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q28-Q33):

NEW QUESTION # 28

A manufacturing client wants to implement an AI solution to improve quality control by visually inspecting products on the assembly line. The solution must be able to identify microscopic defects in real-time. This requires processing high-resolution video streams with extremely low latency.

What are the key infrastructure requirements that an HPE sales professional must identify for this AI use case? (Choose 2.)

- A. High-throughput, low-latency networking to move video data without delay.
- B. A centralized, cloud-only storage solution for archiving data.
- C. A simple file-sharing protocol like SMB.
- D. High-performance, GPU-based accelerated computing to run the AI inference models.
- E. Low-power, low-cost CPUs for maximum energy efficiency.

Answer: A,D

NEW QUESTION # 29

A life sciences research firm is launching a new drug discovery program. Their data scientists have provided a list of technical and business requirements for the supporting infrastructure.

Project Requirements: "Genomics Discovery"

- Technical Need: Massively parallel processing for complex genomic sequencing simulations.
- Data Volume: Petabytes of research data that must be processed quickly.
- Business Goal: Accelerate time-to-market for new therapies.
- Financial Model: Need to acquire the infrastructure as an operational expense (OpEx) via a consumption model.

Which HPE solution is the best fit for these requirements?

- A. HPE MSA Storage for entry-level block storage.
- B. HPE SimpliVity for general virtual machine consolidation.
- **C. HPE GreenLake for High-Performance Computing (HPC).**
- D. HPE StoreEasy for simple file sharing.

Answer: C

NEW QUESTION # 30

A partner is hesitant to lead with HPE GreenLake because they are accustomed to the large, upfront revenue and margin from traditional hardware sales.

Partner Objection:

"The as-a-service model seems like it will reduce my initial deal size and profitability.

Why should I change my sales motion from a traditional CapEx sale to a GreenLake OpEx deal?" How should an HPE channel manager explain the benefits of the as-a-service model *for the partner*?

- A. Tell the partner they will make the exact same upfront margin as a traditional sale.
- **B. Explain that the partner can build a recurring revenue stream, increasing their business valuation and customer lifetime value.**
- C. State that as-a-service deals require less sales effort and technical knowledge.
- D. Advise the partner to only sell HPE GreenLake to customers who do not have any capital budget.
- **E. Emphasize that the partner can add their own managed services on top of the HPE GreenLake platform to create new, high-margin offerings.**

Answer: B,E

NEW QUESTION # 31

A retail customer experiences massive, unpredictable spikes in e-commerce traffic during holiday seasons. Their current infrastructure is sized for average use, leading to slow performance and lost sales during peak times. They need a solution that can handle these spikes without forcing them to overpay for idle capacity the rest of the year.

Customer Requirements:

- Workload: E-commerce platform with highly variable demand.
- Problem: Poor performance during unpredictable traffic spikes.
- Financial Constraint: Avoid paying for peak-level capacity year-round.

Which HPE GreenLake offering is specifically designed to solve this business problem?

- A. HPE GreenLake for Private Cloud Business Edition with a fixed monthly cost.
- B. HPE Financial Services Asset Upcycling.
- C. A three-year fixed lease on HPE ProLiant servers sized for peak capacity.
- **D. HPE GreenLake Flex Solution, with a committed capacity for normal operations and a pay-for-use buffer for peak demand.**

Answer: D

NEW QUESTION # 32

A customer is interested in HPE Aruba Networking Central for managing their campus and branch networks. They want to

understand the specific value of its AIOps capabilities.

Customer Question: "We have network monitoring tools today.

What does the 'AI' in Aruba Central's AIOps actually do for me?"

How should the sales professional describe the value of AIOps in HPE Aruba Networking Central?

- A. It allows network administrators to write and execute custom Python scripts directly on the switches.
- B. It generates a single, monthly invoice for all network-related services.
- C. It automatically orders new hardware when capacity limits are reached.
- **D. It provides AI-powered insights that predict and resolve potential user connectivity and performance issues before they generate help desk tickets.**

Answer: D

NEW QUESTION # 33

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