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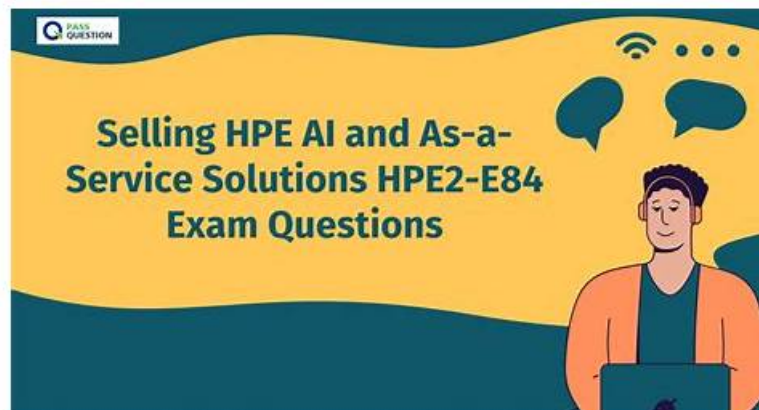
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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q41-Q46):

NEW QUESTION # 41
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 providing a consistent cloud operating experience for applications and data from the edge to the data center.
- B. By forcing customers to move all their edge data into a centralized public cloud.
- C. By providing a unified platform (OpsRamp) for observability and management across HPE-managed assets and third-party multi-cloud environments.
- D. By divesting from all networking and edge computing solutions to focus solely on the data center.
- E. By focusing exclusively on selling on-premises hardware with traditional support contracts.

Answer: A,C

NEW QUESTION # 42

What is the fundamental purpose of HPE AI Solutions, including High-Performance Computing (HPC), in a business context?

- A. To provide basic file and print services for small office environments.
- B. To replace all human employees with automated systems.
- C. To enable organizations to analyze vast amounts of data, run complex simulations, and train AI models to accelerate innovation and gain competitive insights.
- D. To offer a simple, low-cost alternative to traditional desktop computers for office productivity applications.

Answer: C

NEW QUESTION # 43

A medium-sized enterprise is embarking on its first major AI initiative. They have a team of data scientists but lack the deep expertise in managing and optimizing the underlying HPC infrastructure required for AI model training. They have a limited upfront budget but a clear business case for the project.
Customer Profile:
- Company Size: Medium Enterprise
- AI Experience: Limited infrastructure expertise
- Budget: Prefers OpEx over CapEx
- Project: Develop a predictive analytics model for customer churn.
Which HPE solution, combined with the right service and financial model, creates the most compelling proposal for this customer?

- A. A lease on HPE Alletra storage arrays.
- B. An outright purchase of HPE ProLiant servers with basic support.
- C. HPE GreenLake for HPC, which provides a fully managed, consumption-based HPC environment.
- D. A public cloud provider's spot instances for cheap, temporary compute.

Answer: C

NEW QUESTION # 44

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 generates a single, monthly invoice for all network-related services.
- B. It automatically orders new hardware when capacity limits are reached.
- C. It allows network administrators to write and execute custom Python scripts directly on the switches.
- 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 # 45

A large enterprise is looking for a comprehensive AIOps solution to manage their complex hybrid IT environment, which includes on-premises data centers and multiple public clouds. Their primary goals are to reduce IT operations costs and improve service availability.
Which benefits of adopting OpsRamp as their AIOps platform directly contribute to these goals? (Select all that apply.)

- A. It automates routine operational tasks and incident remediation, freeing up staff and reducing manual errors.
- B. It uses machine learning to proactively detect anomalies and predict incidents before they impact business services.
- C. It provides a single, fixed-price perpetual license for the software.
- D. It replaces the need for any specialized network administration staff.
- E. It offers full-stack visibility and service-centric monitoring across hybrid infrastructure, enabling faster root cause analysis.

Answer: A,B,E

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