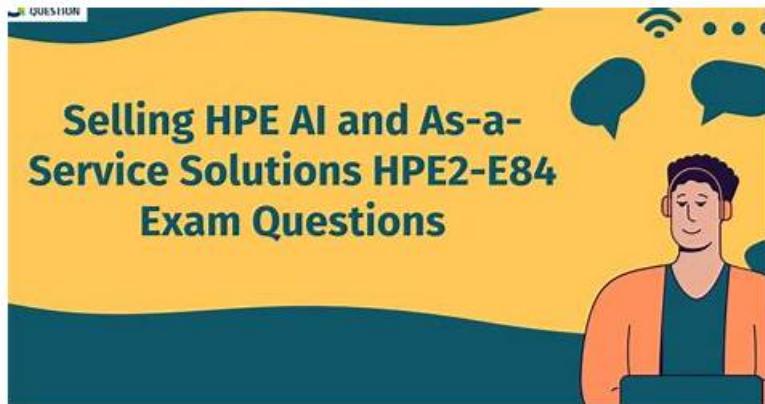


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### HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q38-Q43):

#### NEW QUESTION # 38

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

**Answer: A**

**NEW QUESTION # 39**

A customer wants to deploy a full-stack AI solution that is optimized for both AI training and inference workloads. They are concerned about the complexity of integrating servers, storage, networking, and the AI software stack from different vendors. How does the 'NVIDIA AI Computing by HPE' portfolio address this specific customer concern? (Select all that apply.)

- A. By delivering a seamless, cloud-like experience for AI development and deployment through HPE GreenLake.
- B. By allowing customers to select and integrate their own choice of components from any third-party vendor.
- C. By providing a curated set of AI software and models, including the NVIDIA AI Enterprise software suite.
- D. By offering a pre-validated, full-stack solution that is co-engineered by HPE and NVIDIA.
- E. By focusing exclusively on providing the server hardware and leaving software integration to the customer.

**Answer: A,C,D**

**NEW QUESTION # 40**

A customer's primary driver for considering an as-a-service model is to move IT spending from large, unpredictable capital expenditures (CapEx) to predictable, recurring operational expenditures (OpEx).

Which core benefit of HPE's IaaS solutions, like HPE GreenLake, directly addresses this financial objective?

- A. Management of the infrastructure through a cloud-based console.
- B. Access to the latest hardware technology without ownership.
- C. The ability to scale capacity up or down on demand.
- D. A pay-per-use consumption model that aligns costs with usage.

**Answer: D**

**NEW QUESTION # 41**

Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaS) and AI solutions?

- A. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- B. The desire to gain the financial flexibility of the cloud operating model for on-premises workloads, coupled with the need to modernize applications with AI.
- C. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- D. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.

**Answer: B**

**NEW QUESTION # 42**

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 # 43**

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