

# HPE2-E84 Exam Material | HPE2-E84 Study Demo

**INSTRUCTIONS AND INFORMATION**

- The paper consists of FOUR questions.
- Answer ALL the questions.
- All drawings must be drawn to scale 1 : 1, unless otherwise stated.
- The questions must be answered on the answer sheets provided.
- All the answer sheets must be numbered in numerical order and handed in irrespective of whether the question was attempted or not.
- Careful time management is essential in order to complete all the questions.
- Print your name in the block provided on every answer sheet.
- All answers must be drawn accurately and neatly.
- Any marks or drawings not given must be estimated in good proportion.

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QUESTION	MARKS	REMARKS
1		
2		
3		
4		
<b>TOTAL</b>	<b>200</b>	

**FINAL CONVERTED MARK** 100

**CHECKED BY**

**COMPLETE THE FOLLOWING:**

NAME \_\_\_\_\_

LAST \_\_\_\_\_

EXAMINATION CENTRE \_\_\_\_\_

EXAMINATION CENTRE \_\_\_\_\_

MARKS: 200  
TIME: 3 hours  
The question paper consists of 4 pages.  
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Please turn over 1

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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q31-Q36):

### NEW QUESTION # 31

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

Answer: A,C,E

### NEW QUESTION # 32

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. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- B. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.
- C. 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.
- D. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.

**Answer: C**

### NEW QUESTION # 33

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

**Answer: A,C,E**

### NEW QUESTION # 34

A customer is comparing HPE GreenLake with a "do-it-yourself" (DIY) approach to building a private cloud. The customer's IT team believes they can save money by purchasing hardware and software separately and integrating it themselves.

Customer Objection: "We have smart engineers. We can build our own cloud experience by integrating hardware and software from different vendors.

Why should we pay for HPE GreenLake?"

How should a sales professional position the value of HPE GreenLake against this DIY approach?

- A. Explain that HPE GreenLake is primarily for customers who lack skilled engineers.
- B. Focus on the faster time-to-value and reduced risk achieved with a pre-integrated, fully managed as-a-service platform like HPE GreenLake.
- C. Emphasize that HPE GreenLake offers more hardware configuration choices than a DIY approach.
- D. Agree that the DIY approach is cheaper and suggest the customer only use HPE for hardware.

**Answer: B**

### NEW QUESTION # 35

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

**Answer: D**

### NEW QUESTION # 36

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