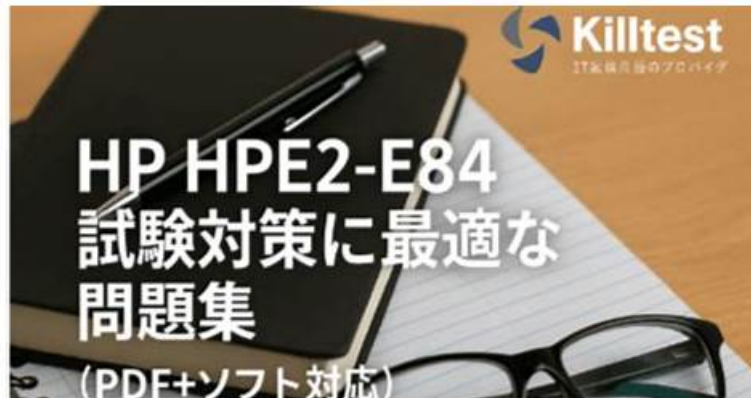


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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q13-Q18):

### NEW QUESTION # 13

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

Answer: B,D,E

#### NEW QUESTION # 14

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

**Answer: D**

#### NEW QUESTION # 15

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

**Answer: C,D**

#### NEW QUESTION # 16

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 offering a pre-validated, full-stack solution that is co-engineered by HPE and NVIDIA.**
- 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 focusing exclusively on providing the server hardware and leaving software integration to the customer.
- **E. By delivering a seamless, cloud-like experience for AI development and deployment through HPE GreenLake.**

**Answer: A,C,E**

#### NEW QUESTION # 17

An existing HPE GreenLake customer is looking to expand their as-a-service environment. They have a new requirement to add a fully managed, on-premises Network-as-a-Service (NaaS) solution for their campus wireless and wired networks.

Which specific HPE GreenLake offering, built upon a powerful SaaS platform, should be proposed to meet this need?

- A. HPE GreenLake for Private Cloud Business Edition
- B. HPE GreenLake for Backup and Recovery
- C. HPE GreenLake for Block Storage
- **D. HPE GreenLake using HPE Aruba Networking Central**

**Answer: D**

#### NEW QUESTION # 18

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