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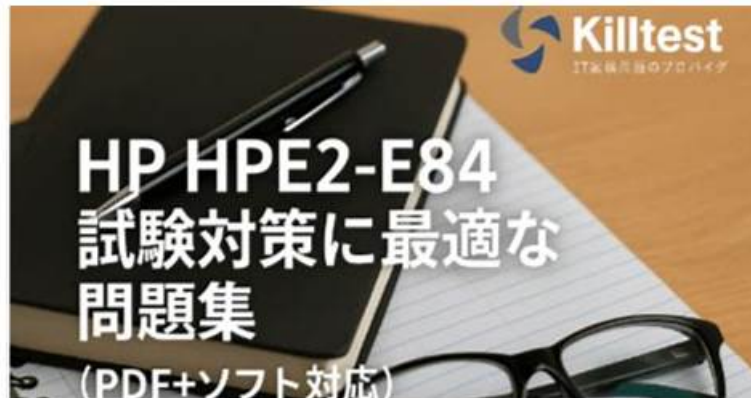

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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q41-Q46):

NEW QUESTION # 41
Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaS) and AI solutions?

- A. 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.
- B. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- C. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- D. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.

Answer: A

NEW QUESTION # 42
A customer wants to adopt a NaaS (Network-as-a-Service) model for their campus LAN infrastructure. They want to ensure they can easily manage access policies for a diverse set of users and devices, including employees, guests, and IoT sensors.

Which capabilities of HPE Aruba Networking Central are most important to highlight to meet this specific requirement for advanced access control? (Choose 2.)

- A. Centralized dashboard showing the number of access points and switches online.
- B. The ability to monitor WAN gateway health and performance.
- C. Advanced client profiling to automatically identify and classify devices connecting to the network.
- D. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.
- E. Consumption analytics showing buffer credit usage over time.

Answer: C,D

NEW QUESTION # 43

A large financial services company is planning a major IT transformation. They need to deploy a new IaaS platform for their critical applications but are facing significant capital budget restrictions for the current fiscal year. They also require expert assistance with migration and ongoing management.

Proposal Requirements:

1. On-premises IaaS platform for performance-sensitive trading applications.
2. Must be structured as an operational expense (OpEx) to bypass capital budget freeze.
3. Requires a comprehensive service package including initial workload migration planning and long-term operational support.
4. Solution must provide six-nines (99.9999%) of guaranteed data availability.

Which combination of HPE offerings should a sales professional propose to create a complete solution that meets all of the customer's needs? (Select all that apply.)

- A. A one-time purchase of HPE Primera storage
- B. HPE GreenLake for Block Storage on HPE Alletra
- C. HPE Financial Services leasing options
- D. HPE Services (Advisory and Operational)
- E. A basic, product-attached support contract
- F. HPE GreenLake for Private Cloud Business Edition

Answer: B,C,D

NEW QUESTION # 44

A customer is implementing a complex HPE GreenLake solution that includes private cloud, data protection, and networking components. The customer's IT team is highly skilled in their legacy environment but has no experience with cloud operating models or managing an as-a-service platform.

Customer Profile:

- Technical Expertise: Strong in traditional IT, weak in cloud/AaS.
- Project Scope: Complex, multi-workload HPE GreenLake deployment.
- Key Concern: "How do we ensure a smooth transition and that my team can effectively manage this new environment without extensive trial and error?" Which HPE Service offering should be positioned as essential for this customer's success?

- A. A simple services credit with the GreenLake contract.
- B. Basic break/fix hardware support.
- C. HPE Financial Services Asset Upcycling.
- D. HPE Operational Services.

Answer: D

NEW QUESTION # 45

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.
- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- A. Propose reducing the customer's compute commitment to save them money.
- B. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.
- C. Suggest the customer stop developing hybrid applications.
- D. Recommend replacing all existing storage with a larger, upfront capital purchase.
- E. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.

Answer: B,E

NEW QUESTION # 46

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