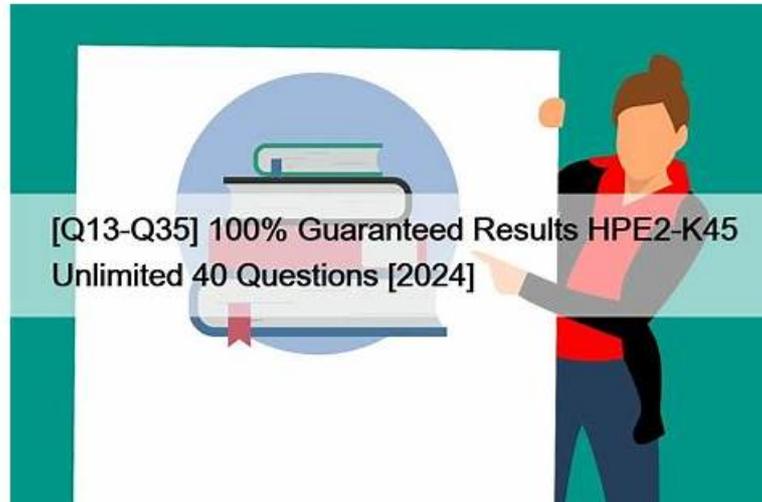


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q20-Q25):

NEW QUESTION # 20

A customer's operations team is struggling to manage their IT environment. They present the following challenges.

Customer Pain Points:

- Too many different monitoring tools for servers, network, and cloud.
- The IT team gets thousands of alerts, but it's hard to find the real root cause of a problem.
- It takes too long to resolve incidents because teams have to manually correlate data from different systems.
- They have no way to automate routine fixes.

Which HPE SaaS solution is specifically designed to address all of these operational challenges?

- A. HPE GreenLake for Block Storage

- B. HPE Aruba Networking Central
- **C. OpsRamp**
- D. HPE Financial Services

Answer: C

NEW QUESTION # 21

What is the core value proposition of a flexible, consumption-based solution like HPE GreenLake Flex Solutions compared to a traditional fixed-term lease?

- A. It includes all software licensing for applications running on the infrastructure.
- B. It allows the customer to purchase the equipment at the end of the term for a fixed, predetermined price.
- **C. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.**
- D. It guarantees a lower total cost of ownership over a three-year period.

Answer: C

NEW QUESTION # 22

A large, distributed enterprise is evaluating Network-as-a-Service (NaaS) solutions to simplify operations. They need to manage wired, wireless, and SD-WAN infrastructure across thousands of remote sites from a single interface.

Which key features of HPE Aruba Networking Central are most relevant to this customer's needs? (Choose 2.)

- A. Deep hypervisor integration for managing virtual machines.
- **B. A cloud-native, single-pane-of-glass management for the entire network lifecycle.**
- C. A built-in ticketing system for managing IT help desk requests.
- **D. Zero Touch Provisioning for rapidly deploying and configuring new equipment at remote sites.**
- E. The ability to manage HPE Alletra storage arrays.

Answer: B,D

NEW QUESTION # 23

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

Answer: B

NEW QUESTION # 24

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

Answer: A,B,C

NEW QUESTION # 25

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