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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q34-Q39):

NEW QUESTION # 34

HPE's overall strategy is to be the "edge-to-cloud" company.

Which statements accurately reflect how the HPE GreenLake platform and the acquisition of OpsRamp support this strategy? (Choose 2.)

- A. By providing a unified platform (OpsRamp) for observability and management across HPE-managed assets and third-party multi-cloud environments.
- B. By providing a consistent cloud operating experience for applications and data from the edge to the data center.
- C. By forcing customers to move all their edge data into a centralized public cloud.
- D. By divesting from all networking and edge computing solutions to focus solely on the data center.
- E. By focusing exclusively on selling on-premises hardware with traditional support contracts.

Answer: A,B

NEW QUESTION # 35

A customer is interested in HPE Aruba Networking Central for managing their campus and branch networks. They want to understand the specific value of its AIOps capabilities.

Customer Question: "We have network monitoring tools today.

What does the 'AI' in Aruba Central's AIOps actually do for me?"

How should the sales professional describe the value of AIOps in HPE Aruba Networking Central?

- A. It generates a single, monthly invoice for all network-related services.
- B. It allows network administrators to write and execute custom Python scripts directly on the switches.
- C. It provides AI-powered insights that predict and resolve potential user connectivity and performance issues before they generate help desk tickets.
- D. It automatically orders new hardware when capacity limits are reached.

Answer: C

NEW QUESTION # 36

Which statement best defines the value of OpsRamp for a customer managing a hybrid, multi-cloud environment?

- A. It is a financial dashboard within HPE GreenLake used to track monthly service consumption and costs.
- B. It is an on-premises hardware appliance used exclusively for monitoring HPE ProLiant servers.
- C. It is a network management tool used only for configuring HPE Aruba switches and access points.
- D. It is a SaaS platform that provides unified observability, AIOps, and automation across the entire IT estate, from on-premises to public cloud.

Answer: D

NEW QUESTION # 37

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

Answer: A

NEW QUESTION # 38

A retail customer with hundreds of branch locations is struggling to manage its distributed network infrastructure. They provide the following list of challenges to an HPE sales professional:

Customer Pain Points:

- Inconsistent network configurations across stores, leading to performance issues.
- Difficulty getting a unified view of wired, wireless, and WAN health.
- IT team is spending too much time on manual troubleshooting and device-by-device updates.
- Need to rapidly deploy new services to branches without sending technicians onsite.

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

- A. HPE GreenLake for Private Cloud Business Edition
- **B. HPE Aruba Networking Central**
- C. OpsRamp
- D. Data Services Cloud Console (DSCC)

Answer: B

NEW QUESTION # 39

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