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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q12-Q17):

NEW QUESTION # 12

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

Answer: A,B,C

NEW QUESTION # 13

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

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

Answer: B

NEW QUESTION # 14

What is the fundamental purpose of HPE AI Solutions, including High-Performance Computing (HPC), in a business context?

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

Answer: C

NEW QUESTION # 15

An IT Manager is reviewing a feature comparison between their current on-premises IT monitoring tools and the OpsRamp AIOps platform.

Feature Comparison:

| Capability | Legacy Tools | OpsRamp (HPE SaaS) |

| : | : | : |

| Discovery & Monitoring | Manual, siloed by domain | Full-stack, hybrid cloud |

| Alerting | Static thresholds, high volume | AIOps-driven correlation |

| Remediation | Manual runbooks | Automated, policy-based |

| Management | Multiple, separate consoles | Unified, service-centric view |

After reviewing the chart, the IT Manager states, "I'm concerned about alert fatigue. My team is overwhelmed with notifications, and they can't tell what's important." How should the sales professional use the information in the chart to address this specific objection?

- A. Highlight that OpsRamp uses AIOps to correlate events, suppressing noise and intelligently escalating only the root-cause incidents, thus reducing alert fatigue.
- B. Focus on the unified management console as the primary way to manage the high volume of alerts.
- C. Explain that OpsRamp's full-stack discovery will find even more things to generate alerts for.
- D. Emphasize that OpsRamp can automate the remediation of issues, so the alerts are less important.

Answer: A

NEW QUESTION # 16

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

Answer: B

NEW QUESTION # 17

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