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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q16-Q21):

NEW QUESTION # 16
A customer is reviewing their monthly usage report in the HPE GreenLake cloud platform. They notice a section with the following details.
Report Snippet: Consumption Analytics
- Service: Virtual Machine Instances
- Committed Monthly Capacity: 2,000 vCPU
- Peak Usage Last Month: 2,850 vCPU
- Average Usage Last Month: 1,950 vCPU
- Current Trend: Usage has grown 15% month-over-month for the past quarter.
- Recommendation: Increase committed capacity to 2,500 vCPU to optimize cost.
What is the primary business benefit the sales professional should highlight from this consumption analytics data?

- A. It provides actionable insights for proactive capacity planning and cost optimization.
- B. It allows the customer to directly manage the physical server hardware in the data center.
- C. It shows that the hardware is failing and needs to be replaced immediately.
- D. It proves that the customer is not using the service enough to justify the cost.

Answer: A

NEW QUESTION # 17
A life sciences research firm is launching a new drug discovery program. Their data scientists have provided a list of technical and business requirements for the supporting infrastructure.
Project Requirements: "Genomics Discovery"
- Technical Need: Massively parallel processing for complex genomic sequencing simulations.
- Data Volume: Petabytes of research data that must be processed quickly.
- Business Goal: Accelerate time-to-market for new therapies.
- Financial Model: Need to acquire the infrastructure as an operational expense (OpEx) via a consumption model.
Which HPE solution is the best fit for these requirements?

- A. HPE StoreEasy for simple file sharing.
- B. HPE GreenLake for High-Performance Computing (HPC).
- C. HPE MSA Storage for entry-level block storage.
- D. HPE SimpliVity for general virtual machine consolidation.

Answer: B

NEW QUESTION # 18
A customer's primary driver for considering an as-a-service model is to move IT spending from large, unpredictable capital expenditures (CapEx) to predictable, recurring operational expenditures (OpEx).
Which core benefit of HPE's IaaS solutions, like HPE GreenLake, directly addresses this financial objective?

- A. Access to the latest hardware technology without ownership.
- B. A pay-per-use consumption model that aligns costs with usage.
- C. The ability to scale capacity up or down on demand.
- D. Management of the infrastructure through a cloud-based console.

Answer: B

NEW QUESTION # 19
Which statement best defines the value of OpsRamp for a customer managing a hybrid, multi-cloud environment?

- A. It is a SaaS platform that provides unified observability, AIOps, and automation across the entire IT estate, from on-premises to public cloud.
- 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 financial dashboard within HPE GreenLake used to track monthly service consumption and costs.

Answer: A

NEW QUESTION # 20
A CIO of a manufacturing company is outlining their strategic goals for the next three years.
Customer Strategic Goals:
- Goal 1: Increase operational efficiency on the factory floor by using predictive maintenance.
- Goal 2: Shift from large, infrequent technology investments to a more predictable, consumption-based financial model.
- Goal 3: Reduce the company's carbon footprint by optimizing IT infrastructure utilization.
Which market trends do these goals directly reflect?

- A. The standardization on a single hardware vendor and the outsourcing of all IT functions to a third party.
- B. A preference for public cloud-only deployments and a singular focus on reducing operational expenses above all else.
- C. The convergence of AI for business outcomes, the demand for flexible as-a-service consumption, and the growing importance of sustainability.
- D. A focus on traditional, on-premises IT purchasing and a move away from data-driven decision making.

Answer: C

NEW QUESTION # 21
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