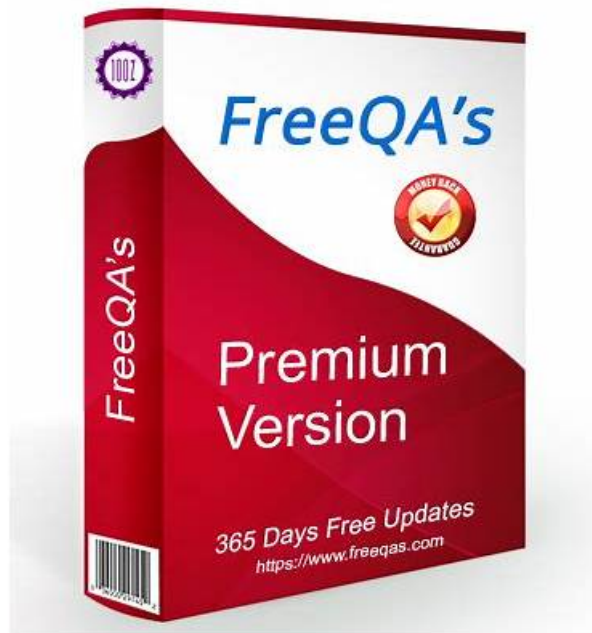


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q16-Q21):

NEW QUESTION # 16

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 a network management tool used only for configuring HPE Aruba switches and access points.
- C. It is an on-premises hardware appliance used exclusively for monitoring HPE ProLiant servers.

- 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 # 17

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 provides a single, fixed-price perpetual license for the software.
- D. It uses machine learning to proactively detect anomalies and predict incidents before they impact business services.
- E. It replaces the need for any specialized network administration staff.

Answer: A,B,D

NEW QUESTION # 18

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 Financial Services
- B. OpsRamp
- C. HPE GreenLake for Block Storage
- D. HPE Aruba Networking Central

Answer: B

NEW QUESTION # 19

A customer is deploying a solution using HPE Aruba Networking Central. They need to ensure that different types of devices are automatically placed into the correct network segments with the right security policies when they connect.

Use Case: Automated Device Security

- Requirement 1: Automatically identify device types (e.g., corporate laptop, IoT camera, guest smartphone).
- Requirement 2: Dynamically assign devices to predefined roles.
- Requirement 3: Enforce role-based access policies (e.g., IoT cameras can only talk to the video server).

Which Aruba Central feature set is designed to deliver this automated, policy-based access control?

- A. Firmware compliance reporting
- B. Virtual Private Network (VPN) monitoring
- C. Cloud-native Network Access Control (NAC) with client profiling
- D. WAN gateway health monitoring

Answer: C

NEW QUESTION # 20

A manufacturing client wants to implement an AI solution to improve quality control by visually inspecting products on the assembly line. The solution must be able to identify microscopic defects in real-time. This requires processing high-resolution video streams with extremely low latency.

What are the key infrastructure requirements that an HPE sales professional must identify for this AI use case? (Choose 2.)

