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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q38-Q43):

NEW QUESTION # 38

A customer wants to deploy a full-stack AI solution that is optimized for both AI training and inference workloads. They are concerned about the complexity of integrating servers, storage, networking, and the AI software stack from different vendors. How does the 'NVIDIA AI Computing by HPE' portfolio address this specific customer concern? (Select all that apply.)

- A. By delivering a seamless, cloud-like experience for AI development and deployment through HPE GreenLake.
- B. By focusing exclusively on providing the server hardware and leaving software integration to the customer.
- C. By offering a pre-validated, full-stack solution that is co-engineered by HPE and NVIDIA.
- D. By providing a curated set of AI software and models, including the NVIDIA AI Enterprise software suite.
- E. By allowing customers to select and integrate their own choice of components from any third-party vendor.

Answer: A,C,D

NEW QUESTION # 39

A customer has been using HPE GreenLake for Block Storage for over a year. A review of their consumption analytics reveals that their monthly usage consistently exceeds their committed capacity, resulting in higher-than-expected overage charges. How should this data be used to have a strategic conversation with the customer? (Select all that apply.)

- A. To proactively propose an increase in their committed capacity, which would lower their per-unit cost and reduce or eliminate overage charges.
- B. To demonstrate that the pay-per-use model is not working for them.
- C. As an opportunity to discuss their future growth plans and right-size their environment for the next 12 months.
- D. To suggest that they immediately migrate the workload to the public cloud.
- E. As proof that the customer's application is inefficient and needs to be rewritten.

Answer: A,C

NEW QUESTION # 40

A retail customer experiences massive, unpredictable spikes in e-commerce traffic during holiday seasons. Their current infrastructure is sized for average use, leading to slow performance and lost sales during peak times. They need a solution that can handle these spikes without forcing them to overpay for idle capacity the rest of the year.

Customer Requirements:

- Workload: E-commerce platform with highly variable demand.
- Problem: Poor performance during unpredictable traffic spikes.
- Financial Constraint: Avoid paying for peak-level capacity year-round.

Which HPE GreenLake offering is specifically designed to solve this business problem?

- A. HPE GreenLake for Private Cloud Business Edition with a fixed monthly cost.
- B. A three-year fixed lease on HPE ProLiant servers sized for peak capacity.
- C. HPE Financial Services Asset Upcycling.
- D. HPE GreenLake Flex Solution, with a committed capacity for normal operations and a pay-for-use buffer for peak demand.

Answer: D

NEW QUESTION # 41

A new customer is exploring HPE GreenLake for the first time. Their IT team is small and focused on application development, not infrastructure management. They have expressed the following needs:

Customer Initiative: "IT Modernization"

Business Goal: Free up IT staff from routine hardware management.

Key Challenge: Limited in-house expertise for managing advanced storage arrays.

Financial Model: Preference for OpEx to preserve capital for innovation projects.

Based on these requirements, which HPE IaaS solution is the most appropriate initial recommendation?

- A. HPE GreenLake for Block Storage.

- B. HPE Alletra Storage MP array purchased with a traditional support contract.
- C. HPE MSA Storage array purchased outright.
- D. A fully-managed public cloud provider.

Answer: A

NEW QUESTION # 42

An HPE sales professional is meeting with a hospital's IT director who is planning a major EHR (Electronic Health Record) system modernization. The IT director has listed several critical concerns.

Customer Requirements:

- The new EHR system is mission-critical and downtime is not an option.
- The hospital's IT team is stretched thin and lacks expertise in complex workload migration.
- The project must be deployed correctly and on-time to meet regulatory deadlines.
- They need ongoing support to ensure the environment remains optimized and secure post-launch.

Which component of the HPE Services portfolio is designed to address the need for expert assistance with planning, migration, and long-term operational support?

- **A. HPE Services (combining Advisory and Operational Services)**
- B. HPE Financial Services
- C. HPE Education Services
- D. A standard HPE hardware warranty

Answer: A

NEW QUESTION # 43

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