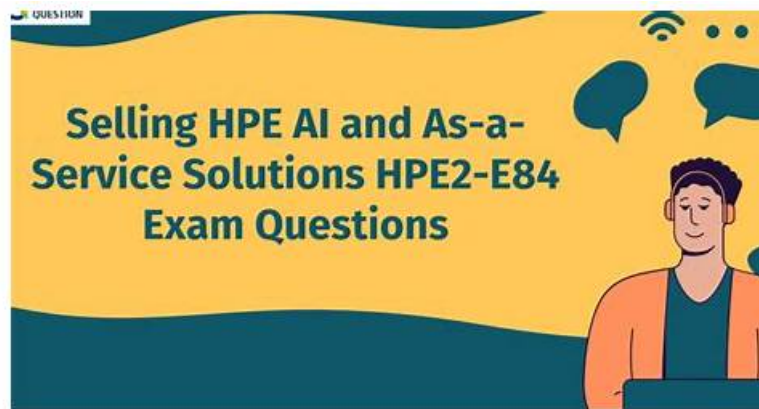


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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q23-Q28):

### NEW QUESTION # 23

An existing HPE GreenLake customer wants to expand their use of the platform. They have successfully deployed HPE GreenLake for Private Cloud Business Edition. Now, they want to provide unified, secure network management for their campus and branch offices via a consumption-based model.

Customer Scenario:

- Current State: HPE GreenLake customer for compute (Private Cloud BE).
- Goal: Add Network-as-a-Service (NaaS) for wired and wireless networks.
- Requirement: Must be managed through a cloud-based console and integrate with their as-a-service strategy.

Which HPE SaaS solution, integrated with the GreenLake platform, should be proposed to meet this NaaS requirement?

- A. Data Services Cloud Console (DSCC), to manage storage for the network.
- B. OpsRamp, to monitor the existing Private Cloud.
- C. HPE Financial Services, to create a custom lease for new switches.
- D. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.

Answer: D

#### NEW QUESTION # 24

During a sales conversation about a large data center refresh, a customer raises a significant objection.

Customer Objection:

"We simply don't have the capital budget approved for a multi-million dollar hardware purchase this year. We want to modernize, but our board is pushing to shift all major IT investments to a recurring, operational expense model." Which HPE offerings are specifically designed to overcome this type of financial objection? (Choose 2.)

- A. HPE Services for break/fix hardware support.
- B. HPE ProLiant servers with the highest core counts and memory.
- C. HPE GreenLake, which provides a pay-per-use consumption model.
- D. HPE Training Services for technical certifications.
- E. HPE Financial Services, which provides flexible payment solutions like leasing and financing.

Answer: C,E

#### NEW QUESTION # 25

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 focusing exclusively on providing the server hardware and leaving software integration to the customer.
- B. By allowing customers to select and integrate their own choice of components from any third-party vendor.
- 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 delivering a seamless, cloud-like experience for AI development and deployment through HPE GreenLake.

Answer: C,D,E

#### NEW QUESTION # 26

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.
- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- A. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.
- B. Suggest the customer stop developing hybrid applications.
- C. Recommend replacing all existing storage with a larger, upfront capital purchase.
- D. Propose reducing the customer's compute commitment to save them money.
- E. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.

Answer: A,E

#### NEW QUESTION # 27

What is a primary benefit of HPE SaaS solutions, such as OpsRamp and HPE Aruba Networking Central, for a customer's IT operations team?

- A. It allows for the consumption of advanced software capabilities without the burden of managing the underlying application infrastructure.
- B. It provides a perpetual software license with a one-time purchase.
- C. It eliminates the need for any on-premises hardware.
- D. It guarantees a reduction in network latency for all applications.

**Answer: A**

## NEW QUESTION # 28

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