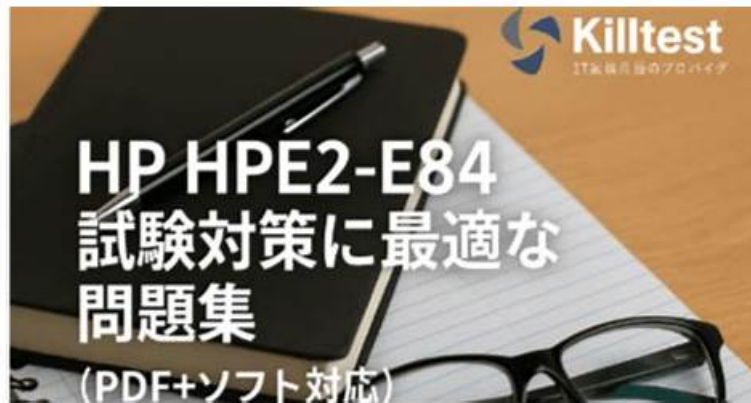


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q34-Q39):

NEW QUESTION # 34

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 replaces the need for any specialized network administration staff.
- E. It uses machine learning to proactively detect anomalies and predict incidents before they impact business services.

Answer: A,B,E

NEW QUESTION # 35

A customer wants to adopt a NaaS (Network-as-a-Service) model for their campus LAN infrastructure. They want to ensure they can easily manage access policies for a diverse set of users and devices, including employees, guests, and IoT sensors.

Which capabilities of HPE Aruba Networking Central are most important to highlight to meet this specific requirement for advanced access control? (Choose 2.)

- A. The ability to monitor WAN gateway health and performance.
- B. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.
- C. Advanced client profiling to automatically identify and classify devices connecting to the network.
- D. Centralized dashboard showing the number of access points and switches online.
- E. Consumption analytics showing buffer credit usage over time.

Answer: B,C

NEW QUESTION # 36

A customer is in a competitive evaluation for a storage-as-a-service solution. The IT director is leaning toward Dell APEX but has concerns about management complexity. The HPE sales professional presents the following information to highlight HPE's advantage.

Competitive Differentiator: Unified Cloud Experience

HPE Position:

- Single cloud console (DSCC) for managing the entire global fleet of block, file, and DR services.
- Intent-based provisioning simplifies administration.
- AIOps (HPE InfoSight) predicts and prevents issues across the stack.

Known Competitor Information (Dell APEX):

- Requires multiple, separate tools for different storage types and services.
- Lacks the equivalent depth of predictive analytics for issue prevention.

Which key value propositions should the sales professional emphasize to counter the Dell APEX position? (Select all that apply.)

- A. HPE allows customers to manage their entire data infrastructure lifecycle, from provisioning to protection, through a single cloud-native interface.
- B. HPE's AI-driven approach to infrastructure management proactively keeps applications running without manual intervention.
- C. Dell APEX offers a faster initial procurement and deployment timeline.
- D. HPE offers lower monthly pricing for all service tiers.
- E. HPE provides a consistent, simplified operational experience across the hybrid cloud, reducing management overhead and risk.

Answer: A,B,E

NEW QUESTION # 37

HPE's overall strategy is to be the "edge-to-cloud" company.

Which statements accurately reflect how the HPE GreenLake platform and the acquisition of OpsRamp support this strategy? (Choose 2.)

- A. By forcing customers to move all their edge data into a centralized public cloud.
- B. By focusing exclusively on selling on-premises hardware with traditional support contracts.
- C. By providing a unified platform (OpsRamp) for observability and management across HPE-managed assets and third-party multi-cloud environments.
- D. By divesting from all networking and edge computing solutions to focus solely on the data center.
- E. By providing a consistent cloud operating experience for applications and data from the edge to the data center.

Answer: C,E

NEW QUESTION # 38

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

Answer: C

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