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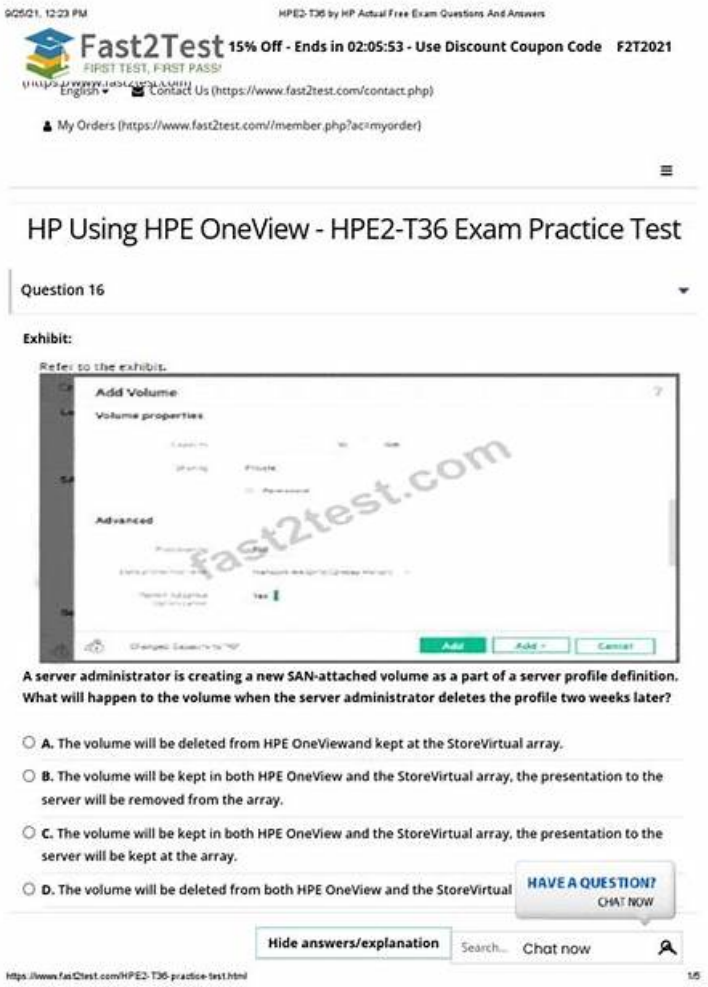

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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q17-Q22):

NEW QUESTION # 17
Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaS) and AI solutions?

- A. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- B. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- C. The desire to gain the financial flexibility of the cloud operating model for on-premises workloads, coupled with the need to modernize applications with AI.
- D. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.

Answer: C

NEW QUESTION # 18
An IT Manager is reviewing a feature comparison between their current on-premises IT monitoring tools and the OpsRamp AIOps platform.
Feature Comparison:
Capability	Legacy Tools	OpsRamp (HPE SaaS)
:	:	:
Discovery & Monitoring	Manual, siloed by domain	Full-stack, hybrid cloud
Alerting	Static thresholds, high volume	AIOps-driven correlation
Remediation	Manual runbooks	Automated, policy-based
Management	Multiple, separate consoles	Unified, service-centric view	After reviewing the chart, the IT Manager states, "I'm concerned about alert fatigue. My team is overwhelmed with notifications, and they can't tell what's important." How should the sales professional use the information in the chart to address this specific objection?

- A. Explain that OpsRamp's full-stack discovery will find even more things to generate alerts for.
- B. Focus on the unified management console as the primary way to manage the high volume of alerts.
- C. Highlight that OpsRamp uses AIOps to correlate events, suppressing noise and intelligently escalating only the root-cause incidents, thus reducing alert fatigue.
- D. Emphasize that OpsRamp can automate the remediation of issues, so the alerts are less important.

Answer: C

NEW QUESTION # 19
A customer with strong Environmental, Social, and Governance (ESG) goals wants to understand how HPE can help them build a more sustainable IT strategy. They are particularly concerned about energy consumption and overprovisioning in their data center. Which HPE offerings and capabilities should a sales professional highlight to address these sustainability concerns? (Select all that apply.)

- A. The use of older, less efficient hardware that has already been fully depreciated to avoid new manufacturing.
- B. HPE's Asset Upcycling Services, which provide a secure and environmentally responsible way to retire old IT equipment.
- C. The ability to purchase servers with the maximum possible number of CPUs and memory modules to ensure future capacity.
- D. The HPE Sustainability Dashboard, which provides visibility into IT energy consumption, carbon footprint, and utilization metrics.
- E. The HPE GreenLake consumption model, which helps eliminate overprovisioning by aligning capacity with real-time needs.

Answer: B,D,E

NEW QUESTION # 20
A sales professional is presenting to a customer with a mix of virtualized workloads. The customer is trying to decide between two

HPE IaaS solutions offered through GreenLake. Review the customer's workload summary:
Workload Profile:
- Primary: General purpose virtual machines (VMs) for development, test, and corporate applications.
- Key Driver: Extreme operational simplicity and VM-centric management.
- Secondary: A mission-critical SQL database requiring 99.9999% guaranteed availability.
- Constraint: The customer wants a single vendor for both workload environments but needs to understand the ideal placement for each.
How should the sales professional position HPE's IaaS offerings to address this customer's needs?

- A. Position HPE GreenLake for Private Cloud Business Edition, which uses HPE SimpliVity, for the general purpose VMs due to its hyperconverged simplicity, and HPE GreenLake for Block Storage, using HPE Alletra, for the mission-critical SQL database.
- B. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.
- C. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- D. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.

Answer: A

NEW QUESTION # 21
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 divesting from all networking and edge computing solutions to focus solely on the data center.
- C. By providing a consistent cloud operating experience for applications and data from the edge to the data center.
- D. By providing a unified platform (OpsRamp) for observability and management across HPE-managed assets and third-party multi-cloud environments.
- E. By focusing exclusively on selling on-premises hardware with traditional support contracts.

Answer: C,D

NEW QUESTION # 22
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