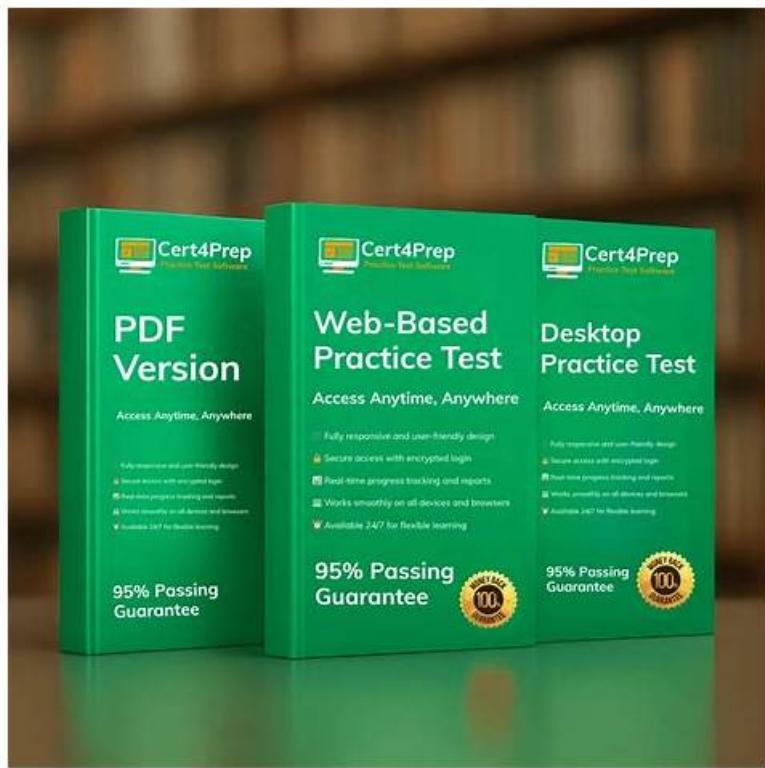


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## HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q27-Q32):

### NEW QUESTION # 27

A retail customer with hundreds of branch locations is struggling to manage its distributed network infrastructure. They provide the following list of challenges to an HPE sales professional:

Customer Pain Points:

- Inconsistent network configurations across stores, leading to performance issues.
- Difficulty getting a unified view of wired, wireless, and WAN health.
- IT team is spending too much time on manual troubleshooting and device-by-device updates.
- Need to rapidly deploy new services to branches without sending technicians onsite.

Which HPE SaaS solution is specifically designed to address all these challenges?

- A. HPE Aruba Networking Central
- B. OpsRamp
- C. Data Services Cloud Console (DSCC)
- D. HPE GreenLake for Private Cloud Business Edition

**Answer: A**

### NEW QUESTION # 28

A medium-sized enterprise is embarking on its first major AI initiative. They have a team of data scientists but lack the deep expertise in managing and optimizing the underlying HPC infrastructure required for AI model training. They have a limited upfront budget but a clear business case for the project.

Customer Profile:

- Company Size: Medium Enterprise
- AI Experience: Limited infrastructure expertise
- Budget: Prefers OpEx over CapEx
- Project: Develop a predictive analytics model for customer churn.

Which HPE solution, combined with the right service and financial model, creates the most compelling proposal for this customer?

- A. HPE GreenLake for HPC, which provides a fully managed, consumption-based HPC environment.
- B. A lease on HPE Alletra storage arrays.
- C. An outright purchase of HPE ProLiant servers with basic support.
- D. A public cloud provider's spot instances for cheap, temporary compute.

**Answer: A**

### NEW QUESTION # 29

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.)

- A. High-throughput, low-latency networking to move video data without delay.
- B. A simple file-sharing protocol like SMB.
- C. A centralized, cloud-only storage solution for archiving data.
- D. Low-power, low-cost CPUs for maximum energy efficiency.
- E. High-performance, GPU-based accelerated computing to run the AI inference models.

**Answer: A,E**

### NEW QUESTION # 30

A customer is reviewing their monthly usage report in the HPE GreenLake cloud platform. They notice a section with the following details.

Report Snippet: Consumption Analytics

- Service: Virtual Machine Instances
- Committed Monthly Capacity: 2,000 vCPU
- Peak Usage Last Month: 2,850 vCPU
- Average Usage Last Month: 1,950 vCPU
- Current Trend: Usage has grown 15% month-over-month for the past quarter.
- Recommendation: Increase committed capacity to 2,500 vCPU to optimize cost.

What is the primary business benefit the sales professional should highlight from this consumption analytics data?

- A. It provides actionable insights for proactive capacity planning and cost optimization.
- B. It allows the customer to directly manage the physical server hardware in the data center.
- C. It shows that the hardware is failing and needs to be replaced immediately.
- D. It proves that the customer is not using the service enough to justify the cost.

**Answer: A**

### NEW QUESTION # 31

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

**Answer: A,D**

### NEW QUESTION # 32

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