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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q20-Q25):

NEW QUESTION # 20

A CIO of a manufacturing company is outlining their strategic goals for the next three years.

Customer Strategic Goals:

- Goal 1: Increase operational efficiency on the factory floor by using predictive maintenance.
- Goal 2: Shift from large, infrequent technology investments to a more predictable, consumption-based financial model.
- Goal 3: Reduce the company's carbon footprint by optimizing IT infrastructure utilization.

Which market trends do these goals directly reflect?

- **A. The convergence of AI for business outcomes, the demand for flexible as-a-service consumption, and the growing importance of sustainability.**
- B. A preference for public cloud-only deployments and a singular focus on reducing operational expenses above all else.
- C. A focus on traditional, on-premises IT purchasing and a move away from data-driven decision making.
- D. The standardization on a single hardware vendor and the outsourcing of all IT functions to a third party.

Answer: A

NEW QUESTION # 21

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

Answer: B

NEW QUESTION # 22

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

Answer: B

NEW QUESTION # 23

A life sciences research firm is launching a new drug discovery program. Their data scientists have provided a list of technical and business requirements for the supporting infrastructure.

Project Requirements: "Genomics Discovery"

- Technical Need: Massively parallel processing for complex genomic sequencing simulations.
- Data Volume: Petabytes of research data that must be processed quickly.
- Business Goal: Accelerate time-to-market for new therapies.
- Financial Model: Need to acquire the infrastructure as an operational expense (OpEx) via a consumption model.

Which HPE solution is the best fit for these requirements?

- A. HPE StoreEasy for simple file sharing.
- B. HPE SimpliVity for general virtual machine consolidation.
- **C. HPE GreenLake for High-Performance Computing (HPC).**
- D. HPE MSA Storage for entry-level block storage.

Answer: C

NEW QUESTION # 24

A customer is deploying a solution using HPE Aruba Networking Central. They need to ensure that different types of devices are automatically placed into the correct network segments with the right security policies when they connect.

Use Case: Automated Device Security

- Requirement 1: Automatically identify device types (e.g., corporate laptop, IoT camera, guest smartphone).
- Requirement 2: Dynamically assign devices to predefined roles.
- Requirement 3: Enforce role-based access policies (e.g., IoT cameras can only talk to the video server).

Which Aruba Central feature set is designed to deliver this automated, policy-based access control?

- A. Firmware compliance reporting
- **B. Cloud-native Network Access Control (NAC) with client profiling**
- C. Virtual Private Network (VPN) monitoring
- D. WAN gateway health monitoring

Answer: B

NEW QUESTION # 25

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