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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q30-Q35):

NEW QUESTION # 30

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

Answer: B

NEW QUESTION # 31

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. OpsRamp
- C. Data Services Cloud Console (DSCC)
- D. HPE Aruba Networking Central

Answer: D

NEW QUESTION # 32

A customer is starting their AI journey and is confused by the different types of AI. They provide a list of potential projects.

Customer AI Project List:

1. A chatbot to answer common HR questions.
2. A system to analyze factory sensor data to predict machine failure.
3. A tool to generate marketing copy for new products.
4. An application to create realistic images from text descriptions.

The sales professional needs to explain that projects 3 and 4 belong to a specific, transformative category of AI.

Which category is this?

- A. Generative AI
- B. Robotic Process Automation (RPA)
- C. Predictive Analytics
- D. Machine Learning

Answer: A

NEW QUESTION # 33

A customer wants to gain unified visibility and AIOps-driven insights across their entire hybrid IT estate, which includes on-premises HPE infrastructure, virtualized environments, and workloads running in multiple public clouds.

Which capabilities of OpsRamp should a sales professional highlight to address this need for comprehensive, service-centric observability? (Select all that apply.)

- A. A service-centric AIOps engine that correlates alerts to identify root causes and reduce alert noise.
- B. Seamless integration with third-party tools and public clouds to provide a single source of truth.
- C. The functionality to order new physical servers directly from the OpsRamp dashboard.
- D. Full-stack discovery and monitoring that provides a complete inventory of hybrid IT resources.
- E. The ability to manage HPE Aruba network switches at the command-line level.

Answer: A,B,D

NEW QUESTION # 34

A customer has been using HPE GreenLake for Block Storage for over a year. A review of their consumption analytics reveals that their monthly usage consistently exceeds their committed capacity, resulting in higher-than-expected overage charges.

How should this data be used to have a strategic conversation with the customer? (Select all that apply.)

- A. To suggest that they immediately migrate the workload to the public cloud.
- B. To proactively propose an increase in their committed capacity, which would lower their per-unit cost and reduce or eliminate overage charges.

- C. As an opportunity to discuss their future growth plans and right-size their environment for the next 12 months.
- D. To demonstrate that the pay-per-use model is not working for them.
- E. As proof that the customer's application is inefficient and needs to be rewritten.

Answer: B,C

NEW QUESTION # 35

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