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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q19-Q24):

NEW QUESTION # 19

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. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.
- 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. 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.**

Answer: D

NEW QUESTION # 20

A fast-growing software company needs to expand its IT infrastructure to support its development and QA teams. They are hesitant to tie up capital in depreciating hardware assets and are looking for ways to preserve cash for hiring more developers.

Which benefits of using HPE Financial Services should a sales professional emphasize for this customer? (Select all that apply.)

- **A. It can free up capital and preserve cash flow for investment in core business activities.**
- **B. It helps align technology costs with business benefits by spreading payments over time.**
- C. It provides deep technical expertise for migrating workloads to the cloud.
- D. It offers break/fix hardware support with guaranteed service level agreements.
- **E. It enables a circular economy approach through asset upcycling and certified pre-owned options.**

Answer: A,B,E

NEW QUESTION # 21

A retail customer experiences massive, unpredictable spikes in e-commerce traffic during holiday seasons. Their current infrastructure is sized for average use, leading to slow performance and lost sales during peak times. They need a solution that can handle these spikes without forcing them to overpay for idle capacity the rest of the year.

Customer Requirements:

- Workload: E-commerce platform with highly variable demand.
- Problem: Poor performance during unpredictable traffic spikes.
- Financial Constraint: Avoid paying for peak-level capacity year-round.

Which HPE GreenLake offering is specifically designed to solve this business problem?

- A. HPE GreenLake for Private Cloud Business Edition with a fixed monthly cost.
- B. HPE Financial Services Asset Upcycling.
- **C. HPE GreenLake Flex Solution, with a committed capacity for normal operations and a pay-for-use buffer for peak demand.**
- D. A three-year fixed lease on HPE ProLiant servers sized for peak capacity.

Answer: C

NEW QUESTION # 22

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. A simple file-sharing protocol like SMB.
- B. Low-power, low-cost CPUs for maximum energy efficiency.
- C. A centralized, cloud-only storage solution for archiving data.
- **D. High-throughput, low-latency networking to move video data without delay.**

- E. High-performance, GPU-based accelerated computing to run the AI inference models.

Answer: D,E

NEW QUESTION # 23

What is a primary benefit of HPE SaaS solutions, such as OpsRamp and HPE Aruba Networking Central, for a customer's IT operations team?

- A. It allows for the consumption of advanced software capabilities without the burden of managing the underlying application infrastructure.
- B. It eliminates the need for any on-premises hardware.
- C. It provides a perpetual software license with a one-time purchase.
- D. It guarantees a reduction in network latency for all applications.

Answer: A

NEW QUESTION # 24

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