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# HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q32-Q37):

#### **NEW QUESTION #32**

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

Answer: B

#### **NEW QUESTION #33**

What is the fundamental purpose of HPE AI Solutions, including High-Performance Computing (HPC), in a business context?

- A. To enable organizations to analyze vast amounts of data, run complex simulations, and train AI models to accelerate innovation and gain competitive insights.
- B. To provide basic file and print services for small office environments.
- C. To replace all human employees with automated systems.
- D. To offer a simple, low-cost alternative to traditional desktop computers for office productivity applications.

Answer: A

#### **NEW QUESTION #34**

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

Answer: B,E

#### **NEW QUESTION #35**

A new customer is exploring HPE GreenLake for the first time. Their IT team is small and focused on application development, not infrastructure management. They have expressed the following needs:

Customer Initiative: "IT Modernization"

Business Goal: Free up IT staff from routine hardware management.

Key Challenge: Limited in-house expertise for managing advanced storage arrays.

Financial Model: Preference for OpEx to preserve capital for innovation projects.

Based on these requirements, which HPE IaaS solution is the most appropriate initial recommendation?

- A. A fully-managed public cloud provider.
- B. HPE MSA Storage array purchased outright.
- C. HPE Alletra Storage MP array purchased with a traditional support contract.
- D. HPE GreenLake for Block Storage.

Answer: D

#### **NEW OUESTION #36**

A customer's operations team is struggling to manage their IT environment. They present the following challenges. Customer Pain Points:

- Too many different monitoring tools for servers, network, and cloud.
- The IT team gets thousands of alerts, but it's hard to find the real root cause of a problem.
- It takes too long to resolve incidents because teams have to manually correlate data from different systems.
- They have no way to automate routine fixes.

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

- A. HPE Aruba Networking Central
- B. HPE GreenLake for Block Storage
- C. OpsRamp
- D. HPE Financial Services

Answer: C

#### **NEW QUESTION #37**

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