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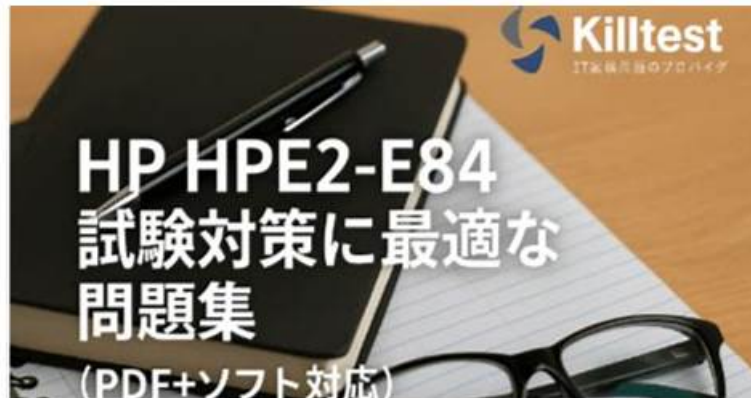
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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q18-Q23):

NEW QUESTION # 18
A customer is comparing HPE GreenLake with a "do-it-yourself" (DIY) approach to building a private cloud. The customer's IT team believes they can save money by purchasing hardware and software separately and integrating it themselves.
Customer Objection: "We have smart engineers. We can build our own cloud experience by integrating hardware and software from different vendors.
Why should we pay for HPE GreenLake?"
How should a sales professional position the value of HPE GreenLake against this DIY approach?

- A. Focus on the faster time-to-value and reduced risk achieved with a pre-integrated, fully managed as-a-service platform like HPE GreenLake.
- B. Emphasize that HPE GreenLake offers more hardware configuration choices than a DIY approach.
- C. Explain that HPE GreenLake is primarily for customers who lack skilled engineers.
- D. Agree that the DIY approach is cheaper and suggest the customer only use HPE for hardware.

Answer: A

NEW QUESTION # 19
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. A focus on traditional, on-premises IT purchasing and a move away from data-driven decision making.
- B. The convergence of AI for business outcomes, the demand for flexible as-a-service consumption, and the growing importance of sustainability.
- C. A preference for public cloud-only deployments and a singular focus on reducing operational expenses above all else.
- D. The standardization on a single hardware vendor and the outsourcing of all IT functions to a third party.

Answer: B

NEW QUESTION # 20
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. Virtual Private Network (VPN) monitoring
- C. Cloud-native Network Access Control (NAC) with client profiling
- D. WAN gateway health monitoring

Answer: C

NEW QUESTION # 21
What is the primary role of HPE Services in a customer's as-a-service or AI solution adoption journey?

- A. To offer financing and leasing options to help customers acquire technology with an OpEx model.
- B. To act as a trusted advisor and expert implementer, helping customers plan, migrate, operate, and evolve their hybrid cloud and AI environments.
- C. To provide only break/fix hardware replacement for servers and storage.
- D. To sell third-party software licenses for applications that run on HPE hardware.

Answer: B

NEW QUESTION # 22
An IT Manager is reviewing a feature comparison between their current on-premises IT monitoring tools and the OpsRamp AIOps platform.
Feature Comparison:

Capability	Legacy Tools	OpsRamp (HPE SaaS)
Discovery & Monitoring	Manual, siloed by domain	Full-stack, hybrid cloud
Alerting	Static thresholds, high volume	AIOps-driven correlation
Remediation	Manual runbooks	Automated, policy-based
Management	Multiple, separate consoles	Unified, service-centric view

After reviewing the chart, the IT Manager states, "I'm concerned about alert fatigue. My team is overwhelmed with notifications, and they can't tell what's important." How should the sales professional use the information in the chart to address this specific objection?

- A. Highlight that OpsRamp uses AIOps to correlate events, suppressing noise and intelligently escalating only the root-cause incidents, thus reducing alert fatigue.
- B. Emphasize that OpsRamp can automate the remediation of issues, so the alerts are less important.
- C. Explain that OpsRamp's full-stack discovery will find even more things to generate alerts for.
- D. Focus on the unified management console as the primary way to manage the high volume of alerts.

Answer: A

NEW QUESTION # 23

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