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### HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q29-Q34):

#### **NEW QUESTION #29**

A customer with strong Environmental, Social, and Governance (ESG) goals wants to understand how HPE can help them build a more sustainable IT strategy. They are particularly concerned about energy consumption and overprovisioning in their data center. Which HPE offerings and capabilities should a sales professional highlight to address these sustainability concerns? (Select all that apply.)

- A. The ability to purchase servers with the maximum possible number of CPUs and memory modules to ensure future capacity.
- B. The HPE Sustainability Dashboard, which provides visibility into IT energy consumption, carbon footprint, and utilization metrics.
- C. HPE's Asset Upcycling Services, which provide a secure and environmentally responsible way to retire old IT equipment.
- D. The use of older, less efficient hardware that has already been fully depreciated to avoid new manufacturing.
- E. The HPE GreenLake consumption model, which helps eliminate overprovisioning by aligning capacity with real-time needs.

Answer: B,C,E

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

Answer: D

#### **NEW QUESTION #31**

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

Answer: B

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

A large enterprise is looking for a comprehensive AIOps solution to manage their complex hybrid IT environment, which includes on-premises data centers and multiple public clouds. Their primary goals are to reduce IT operations costs and improve service availability.

Which benefits of adopting OpsRamp as their AIOps platform directly contribute to these goals? (Select all that apply.)

- A. It provides a single, fixed-price perpetual license for the software.
- B. It replaces the need for any specialized network administration staff.
- C. It automates routine operational tasks and incident remediation, freeing up staff and reducing manual errors.
- D. It uses machine learning to proactively detect anomalies and predict incidents before they impact business services.
- E. It offers full-stack visibility and service-centric monitoring across hybrid infrastructure, enabling faster root cause analysis.

Answer: C,D,E

#### **NEW OUESTION #33**

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

Answer: B

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

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