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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q36-Q41):

NEW QUESTION # 36

During a sales conversation about a large data center refresh, a customer raises a significant objection.

Customer Objection:

"We simply don't have the capital budget approved for a multi-million dollar hardware purchase this year. We want to modernize, but our board is pushing to shift all major IT investments to a recurring, operational expense model." Which HPE offerings are specifically designed to overcome this type of financial objection? (Choose 2.)

- A. HPE GreenLake, which provides a pay-per-use consumption model.
- B. HPE Training Services for technical certifications.
- C. HPE ProLiant servers with the highest core counts and memory.
- D. HPE Financial Services, which provides flexible payment solutions like leasing and financing.
- E. HPE Services for break/fix hardware support.

Answer: A,D

NEW QUESTION # 37

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

Answer: A,C,E

NEW QUESTION # 38

What is the core value proposition of a flexible, consumption-based solution like HPE GreenLake Flex Solutions compared to a traditional fixed-term lease?

- A. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.
- B. It guarantees a lower total cost of ownership over a three-year period.
- C. It includes all software licensing for applications running on the infrastructure.
- D. It allows the customer to purchase the equipment at the end of the term for a fixed, predetermined price.

Answer: A

NEW QUESTION # 39

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. Machine Learning

- C. Predictive Analytics
- D. Robotic Process Automation (RPA)

Answer: A

NEW QUESTION # 40

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. As an opportunity to discuss their future growth plans and right-size their environment for the next 12 months.
- B. As proof that the customer's application is inefficient and needs to be rewritten.
- C. To suggest that they immediately migrate the workload to the public cloud.
- D. To demonstrate that the pay-per-use model is not working for them.
- E. To proactively propose an increase in their committed capacity, which would lower their per-unit cost and reduce or eliminate overage charges.

Answer: A,E

NEW QUESTION # 41

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