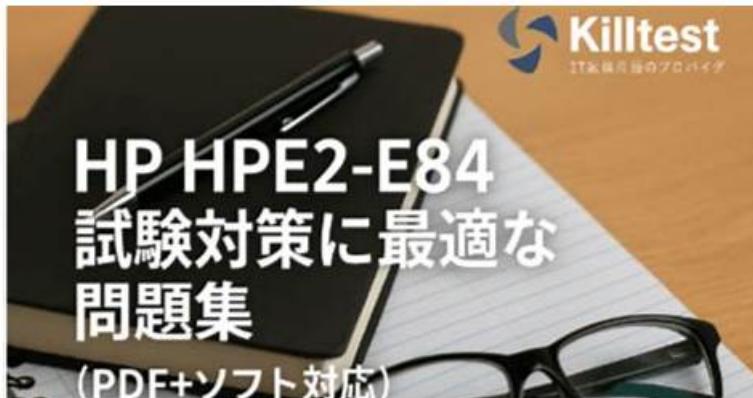


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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q15-Q20):

NEW QUESTION # 15

An HPE partner has a successful HPE GreenLake deployment with a mid-sized financial services client. The partner is analyzing the customer's usage data in the HPE GreenLake platform to find opportunities for growth.

Consumption Analytics Insights:

- Compute usage is stable and predictable.
- Storage consumption is growing at 20% month-over-month.
- The customer has not yet enabled any of the advanced data protection services.
- Network traffic to public clouds is increasing, suggesting new hybrid application development.

Based on this analysis, what are the most logical expansion opportunities for the partner to propose? (Choose 2.)

- A. Recommend replacing all existing storage with a larger, upfront capital purchase.
- B. Propose adding OpsRamp to provide visibility and management for their new hybrid applications.
- C. Propose reducing the customer's compute commitment to save them money.
- D. Suggest the customer stop developing hybrid applications.
- E. Propose adding HPE GreenLake for Backup and Recovery to protect their growing data.

Answer: B,E

NEW QUESTION # 16

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

Answer: B

NEW QUESTION # 17

A financial services customer is building a large-scale, on-premises AI cloud to develop and train Large Language Models (LLMs). They require a full-stack, purpose-built solution that is co-developed with the leader in accelerated computing and optimized for generative AI workloads.

Executive Summary: AI Initiative

- Project: "Project Prometheus" - Sovereign Generative AI Cloud
- Workload: Large-scale LLM training and fine-tuning
- Key Requirement: A tightly integrated, enterprise-class solution from trusted vendors, offering a "turnkey" experience for AI developers.
- Strategic Partner Preference: Must include technology from NVIDIA.

Which comprehensive HPE solution should be positioned to meet all these high-level requirements?

- A. **'NVIDIA AI Computing by HPE' portfolio**
- B. NVIDIA DGX Cloud hosted in a public cloud
- C. A custom-built solution using components from multiple different server vendors
- D. HPE GreenLake for Private Cloud Business Edition

Answer: A

NEW QUESTION # 18

An existing HPE GreenLake customer wants to expand their use of the platform. They have successfully deployed HPE GreenLake for Private Cloud Business Edition. Now, they want to provide unified, secure network management for their campus and branch offices via a consumption-based model.

Customer Scenario:

- Current State: HPE GreenLake customer for compute (Private Cloud BE).
- Goal: Add Network-as-a-Service (NaaS) for wired and wireless networks.
- Requirement: Must be managed through a cloud-based console and integrate with their as-a-service strategy.

Which HPE SaaS solution, integrated with the GreenLake platform, should be proposed to meet this NaaS requirement?

- A. **HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.**
- B. Data Services Cloud Console (DSCC), to manage storage for the network.
- C. OpsRamp, to monitor the existing Private Cloud.
- D. HPE Financial Services, to create a custom lease for new switches.

Answer: A

NEW QUESTION # 19

A customer is interested in HPE Aruba Networking Central for managing their campus and branch networks. They want to understand the specific value of its AIOps capabilities.

Customer Question: "We have network monitoring tools today.

What does the 'AI' in Aruba Central's AIOps actually do for me?"

How should the sales professional describe the value of AIOps in HPE Aruba Networking Central?

- A. It automatically orders new hardware when capacity limits are reached.
- B. It provides AI-powered insights that predict and resolve potential user connectivity and performance issues before they generate help desk tickets.
- C. It allows network administrators to write and execute custom Python scripts directly on the switches.
- D. It generates a single, monthly invoice for all network-related services.

Answer: B

NEW QUESTION # 20

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