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

**NEW QUESTION #29** 

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) |

1:1:1:1

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. Explain that OpsRamp's full-stack discovery will find even more things to generate alerts for.
- 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: A

## **NEW QUESTION #30**

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

Answer: A

### **NEW QUESTION #31**

A customer wants to deploy a full-stack AI solution that is optimized for both AI training and inference workloads. They are concerned about the complexity of integrating servers, storage, networking, and the AI software stack from different vendors. How does the 'NVIDIA AI Computing by HPE' portfolio address this specific customer concern? (Select all that apply.)

- A. By allowing customers to select and integrate their own choice of components from any third-party vendor.
- B. By offering a pre-validated, full-stack solution that is co-engineered by HPE and NVIDIA.
- C. By focusing exclusively on providing the server hardware and leaving software integration to the customer.
- D. By delivering a seamless, cloud-like experience for AI development and deployment through HPE GreenLake.
- E. By providing a curated set of AI software and models, including the NVIDIA AI Enterprise software suite.

Answer: B,D,E

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

A customer wants to adopt a NaaS (Network-as-a-Service) model for their campus LAN infrastructure. They want to ensure they can easily manage access policies for a diverse set of users and devices, including employees, guests, and IoT sensors. Which capabilities of HPE Aruba Networking Central are most important to highlight to meet this specific requirement for advanced access control? (Choose 2.)

- A. Advanced client profiling to automatically identify and classify devices connecting to the network.
- B. Centralized dashboard showing the number of access points and switches online.

- C. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.
- D. Consumption analytics showing buffer credit usage over time.
- E. The ability to monitor WAN gateway health and performance.

Answer: A,C

# **NEW QUESTION #33**

Which statement best defines the value of OpsRamp for a customer managing a hybrid, multi-cloud environment?

- A. It is a financial dashboard within HPE GreenLake used to track monthly service consumption and costs.
- B. It is an on-premises hardware appliance used exclusively for monitoring HPE ProLiant servers.
- C. It is a network management tool used only for configuring HPE Aruba switches and access points.
- D. It is a SaaS platform that provides unified observability, AIOps, and automation across the entire IT estate, from onpremises to public cloud.

Answer: D

## **NEW QUESTION #34**

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