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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q41-Q46):

NEW QUESTION # 41

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

Answer: A

NEW QUESTION # 42

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

Answer: A

NEW QUESTION # 43

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

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

Answer: D

NEW QUESTION # 44

HPE's overall strategy is to be the "edge-to-cloud" company.

Which statements accurately reflect how the HPE GreenLake platform and the acquisition of OpsRamp support this strategy?

(Choose 2.)

- A. By providing a consistent cloud operating experience for applications and data from the edge to the data center.
- B. By divesting from all networking and edge computing solutions to focus solely on the data center.
- C. By forcing customers to move all their edge data into a centralized public cloud.
- D. By focusing exclusively on selling on-premises hardware with traditional support contracts.
- E. By providing a unified platform (OpsRamp) for observability and management across HPE-managed assets and third-party multi-cloud environments.

Answer: A,E

NEW QUESTION # 45

A customer is in a competitive evaluation for a storage-as-a-service solution. The IT director is leaning toward Dell APEX but has concerns about management complexity. The HPE sales professional presents the following information to highlight HPE's advantage.

Competitive Differentiator: Unified Cloud Experience

HPE Position:

- Single cloud console (DSCC) for managing the entire global fleet of block, file, and DR services.
- Intent-based provisioning simplifies administration.
- AIOps (HPE InfoSight) predicts and prevents issues across the stack.

Known Competitor Information (Dell APEX):

- Requires multiple, separate tools for different storage types and services.
- Lacks the equivalent depth of predictive analytics for issue prevention.

Which key value propositions should the sales professional emphasize to counter the Dell APEX position? (Select all that apply.)

- A. Dell APEX offers a faster initial procurement and deployment timeline.
- B. HPE offers lower monthly pricing for all service tiers.
- C. HPE provides a consistent, simplified operational experience across the hybrid cloud, reducing management overhead and risk.
- D. HPE's AI-driven approach to infrastructure management proactively keeps applications running without manual intervention.
- E. HPE allows customers to manage their entire data infrastructure lifecycle, from provisioning to protection, through a single cloud-native interface.

Answer: C,D,E

NEW QUESTION # 46

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