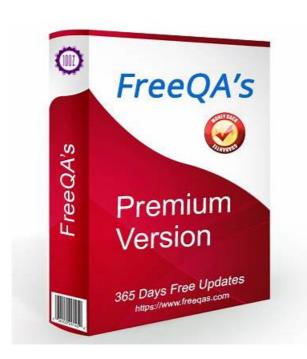
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NEW OUESTION #10

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

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

Answer: B

NEW QUESTION #11

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 automates routine operational tasks and incident remediation, freeing up staff and reducing manual errors.
- C. It provides a single, fixed-price perpetual license for the software.
- D. It offers full-stack visibility and service-centric monitoring across hybrid infrastructure, enabling faster root cause analysis.
- E. It replaces the need for any specialized network administration staff.

Answer: A,B,D

NEW OUESTION #12

Which statement accurately describes a key market trend driving enterprise customers to adopt as-a-service (AaS) and AI solutions?

- A. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- B. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- C. The desire to gain the financial flexibility of the cloud operating model for on-premises workloads, coupled with the need to modernize applications with AI.
- D. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.

Answer: C

NEW OUESTION #13

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

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

Answer: C

NEW QUESTION #14

A customer wants to gain unified visibility and AIOps-driven insights across their entire hybrid IT estate, which includes on-premises HPE infrastructure, virtualized environments, and workloads running in multiple public clouds.

Which capabilities of OpsRamp should a sales professional highlight to address this need for comprehensive, service-centric observability? (Select all that apply.)

- A. A service-centric AIOps engine that correlates alerts to identify root causes and reduce alert noise.
- B. The ability to manage HPE Aruba network switches at the command-line level.
- C. Full-stack discovery and monitoring that provides a complete inventory of hybrid IT resources.
- D. The functionality to order new physical servers directly from the OpsRamp dashboard.
- E. Seamless integration with third-party tools and public clouds to provide a single source of truth.

Answer: A,C,E

NEW QUESTION #15

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