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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q39-Q44):

NEW QUESTION # 39

A customer is implementing a complex HPE GreenLake solution that includes private cloud, data protection, and networking components. The customer's IT team is highly skilled in their legacy environment but has no experience with cloud operating models or managing an as-a-service platform.

Customer Profile:

- Technical Expertise: Strong in traditional IT, weak in cloud/AaaS.
- Project Scope: Complex, multi-workload HPE GreenLake deployment.
- Key Concern: "How do we ensure a smooth transition and that my team can effectively manage this new environment without extensive trial and error?" Which HPE Service offering should be positioned as essential for this customer's success?

- A. Basic break/fix hardware support.
- B. HPE Financial Services Asset Upcycling.
- C. A simple services credit with the GreenLake contract.
- **D. HPE Operational Services.**

Answer: D

NEW QUESTION # 40

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

Answer: B,D

NEW QUESTION # 41

A customer is deploying a solution using HPE Aruba Networking Central. They need to ensure that different types of devices are automatically placed into the correct network segments with the right security policies when they connect.

Use Case: Automated Device Security

- Requirement 1: Automatically identify device types (e.g., corporate laptop, IoT camera, guest smartphone).
- Requirement 2: Dynamically assign devices to predefined roles.
- Requirement 3: Enforce role-based access policies (e.g., IoT cameras can only talk to the video server).

Which Aruba Central feature set is designed to deliver this automated, policy-based access control?

- A. WAN gateway health monitoring
- B. Firmware compliance reporting
- **C. Cloud-native Network Access Control (NAC) with client profiling**
- D. Virtual Private Network (VPN) monitoring

Answer: C

NEW QUESTION # 42

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

Answer: A,C,E

NEW QUESTION # 43

A sales professional is presenting to a customer with a mix of virtualized workloads. The customer is trying to decide between two HPE IaaS solutions offered through GreenLake. Review the customer's workload summary:

Workload Profile:

- Primary: General purpose virtual machines (VMs) for development, test, and corporate applications.
- Key Driver: Extreme operational simplicity and VM-centric management.
- Secondary: A mission-critical SQL database requiring 99.9999% guaranteed availability.
- Constraint: The customer wants a single vendor for both workload environments but needs to understand the ideal placement for each.

How should the sales professional position HPE's IaaS offerings to address this customer's needs?

- A. Position HPE GreenLake for Private Cloud Business Edition, which uses HPE SimpliVity, for the general purpose VMs due to its hyperconverged simplicity, and HPE GreenLake for Block Storage, using HPE Alletra, for the mission-critical SQL database.
- B. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.
- C. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- D. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.

Answer: A

NEW QUESTION # 44

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