

Selling HPE AI and As-a-Service Solutions sure pass dumps & HPE2-E84 actual training pdf

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Exam : HPE2-E83

Title : Selling HPE Compute and Storage Solutions

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

NEW QUESTION # 29

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

Answer: A,C,D

NEW QUESTION # 30

A customer is starting their AI journey and is confused by the different types of AI. They provide a list of potential projects. Customer AI Project List:

1. A chatbot to answer common HR questions.
2. A system to analyze factory sensor data to predict machine failure.
3. A tool to generate marketing copy for new products.
4. An application to create realistic images from text descriptions.

The sales professional needs to explain that projects 3 and 4 belong to a specific, transformative category of AI. Which category is this?

- A. Generative AI
- B. Robotic Process Automation (RPA)
- C. Machine Learning
- D. Predictive Analytics

Answer: A

NEW QUESTION # 31

A customer is comparing HPE GreenLake with a "do-it-yourself" (DIY) approach to building a private cloud. The customer's IT team believes they can save money by purchasing hardware and software separately and integrating it themselves. Customer Objection: "We have smart engineers. We can build our own cloud experience by integrating hardware and software from different vendors.

Why should we pay for HPE GreenLake?"

How should a sales professional position the value of HPE GreenLake against this DIY approach?

- A. Agree that the DIY approach is cheaper and suggest the customer only use HPE for hardware.
- B. Explain that HPE GreenLake is primarily for customers who lack skilled engineers.
- C. Emphasize that HPE GreenLake offers more hardware configuration choices than a DIY approach.
- D. Focus on the faster time-to-value and reduced risk achieved with a pre-integrated, fully managed as-a-service platform like HPE GreenLake.

Answer: D

NEW QUESTION # 32

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

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

Answer: A

NEW QUESTION # 33

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

Answer: B,D

NEW QUESTION # 34

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