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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q19-Q24):

NEW QUESTION # 19

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

- A. A decreasing interest in data analytics, as most organizations have already extracted all possible value from their data.
- B. A strategic shift away from public cloud due to increasing data egress costs and a desire to repatriate all workloads.
- C. A mandate from industry regulations to replace all capital expenditures with operational expenditures within the next fiscal year.
- D. 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.

Answer: D

NEW QUESTION # 20

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

Answer: A,E

NEW QUESTION # 21

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

Answer: A,B

NEW QUESTION # 22

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. Consumption analytics showing buffer credit usage over time.
- B. Centralized dashboard showing the number of access points and switches online.
- C. Advanced client profiling to automatically identify and classify devices connecting to the network.
- D. The ability to monitor WAN gateway health and performance.
- E. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.

Answer: C,E

NEW QUESTION # 23

What is a primary benefit of HPE SaaS solutions, such as OpsRamp and HPE Aruba Networking Central, for a customer's IT operations team?

- A. It provides a perpetual software license with a one-time purchase.
- B. It guarantees a reduction in network latency for all applications.
- C. It allows for the consumption of advanced software capabilities without the burden of managing the underlying application infrastructure.
- D. It eliminates the need for any on-premises hardware.

Answer: C

NEW QUESTION # 24

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