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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q23-Q28):

NEW QUESTION # 23
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 # 24
An existing HPE GreenLake customer wants to expand their use of the platform. They have successfully deployed HPE GreenLake for Private Cloud Business Edition. Now, they want to provide unified, secure network management for their campus and branch offices via a consumption-based model.
Customer Scenario:
- Current State: HPE GreenLake customer for compute (Private Cloud BE).
- Goal: Add Network-as-a-Service (NaaS) for wired and wireless networks.
- Requirement: Must be managed through a cloud-based console and integrate with their as-a-service strategy.
Which HPE SaaS solution, integrated with the GreenLake platform, should be proposed to meet this NaaS requirement?

- A. Data Services Cloud Console (DSCC), to manage storage for the network.
- B. HPE GreenLake for Aruba (using Aruba Central), to deliver NaaS.
- C. HPE Financial Services, to create a custom lease for new switches.
- D. OpsRamp, to monitor the existing Private Cloud.

Answer: B

NEW QUESTION # 25
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. Virtual Private Network (VPN) monitoring
- B. WAN gateway health monitoring
- C. Cloud-native Network Access Control (NAC) with client profiling
- D. Firmware compliance reporting

Answer: C

NEW QUESTION # 26
A retail customer experiences massive, unpredictable spikes in e-commerce traffic during holiday seasons. Their current infrastructure is sized for average use, leading to slow performance and lost sales during peak times. They need a solution that can handle these spikes without forcing them to overpay for idle capacity the rest of the year.
Customer Requirements:

- Workload: E-commerce platform with highly variable demand.
- Problem: Poor performance during unpredictable traffic spikes.
- Financial Constraint: Avoid paying for peak-level capacity year-round.

Which HPE GreenLake offering is specifically designed to solve this business problem?

- A. HPE Financial Services Asset Upcycling.
- B. HPE GreenLake for Private Cloud Business Edition with a fixed monthly cost.
- C. A three-year fixed lease on HPE ProLiant servers sized for peak capacity.
- D. HPE GreenLake Flex Solution, with a committed capacity for normal operations and a pay-for-use buffer for peak demand.

Answer: D

NEW QUESTION # 27

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

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

Answer: D

NEW QUESTION # 28

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