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HP Selling HPE AI and As-a-Service Solutions Sample Questions (Q28-Q33):

NEW QUESTION # 28
A large, distributed enterprise is evaluating Network-as-a-Service (NaaS) solutions to simplify operations. They need to manage wired, wireless, and SD-WAN infrastructure across thousands of remote sites from a single interface.
Which key features of HPE Aruba Networking Central are most relevant to this customer's needs? (Choose 2.)

- A. Zero Touch Provisioning for rapidly deploying and configuring new equipment at remote sites.
- B. The ability to manage HPE Alletra storage arrays.
- C. Deep hypervisor integration for managing virtual machines.
- D. A built-in ticketing system for managing IT help desk requests.
- E. A cloud-native, single-pane-of-glass management for the entire network lifecycle.

Answer: A,E

NEW QUESTION # 29
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. Suggest the customer use a public cloud for the VMs and HPE GreenLake for the database to create a hybrid solution.
- B. Propose HPE SimpliVity for the SQL database and HPE Alletra for the general purpose VMs.
- C. Recommend HPE GreenLake for Block Storage using HPE Alletra for all workloads to standardize on a single platform.
- D. 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.

Answer: D

NEW QUESTION # 30
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. Centralized dashboard showing the number of access points and switches online.
- B. The ability to monitor WAN gateway health and performance.
- C. Consumption analytics showing buffer credit usage over time.
- D. Advanced client profiling to automatically identify and classify devices connecting to the network.
- E. Cloud-native network access control (NAC) that simplifies onboarding and policy enforcement for users and devices.

Answer: D,E

NEW QUESTION # 31
An existing HPE GreenLake customer is looking to expand their as-a-service environment. They have a new requirement to add a fully managed, on-premises Network-as-a-Service (NaaS) solution for their campus wireless and wired networks.
Which specific HPE GreenLake offering, built upon a powerful SaaS platform, should be proposed to meet this need?

- A. HPE GreenLake for Private Cloud Business Edition
- B. HPE GreenLake using HPE Aruba Networking Central
- C. HPE GreenLake for Backup and Recovery
- D. HPE GreenLake for Block Storage

Answer: B

NEW QUESTION # 32
What is the core value proposition of a flexible, consumption-based solution like HPE GreenLake Flex Solutions compared to a traditional fixed-term lease?

- A. It provides a buffer of extra capacity on-premises that the customer can access instantly and only pay for when it is consumed.
- B. It guarantees a lower total cost of ownership over a three-year period.
- C. It allows the customer to purchase the equipment at the end of the term for a fixed, predetermined price.

- D. It includes all software licensing for applications running on the infrastructure.

Answer: A

NEW QUESTION # 33

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