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Selling HPE Networking Solutions



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Question: 1

What is one distinguishing feature of HPE Networking's AI agents?

A. Their actions are managed by experts in the HPE Networking TAC.
B. They operate in an orchestrated mesh.
C. They are based on a mix of the best components from ChatGPT and Claude.
D. They are trained exclusively on high-quality synthetic data, screened by industry experts.

Answer: B

Question: 2

What is one distinguishing feature of HPE Networking's AI agents?

A. They are orchestrated by HPE Networking Security Director to ensure they operate with guardrails.
B. They are repurposed from open-source agents developed by the community to run in any environment.
C. They have been trained on a decade's worth of real-time and synthetic data.
D. They are explicitly programmed by HPE experts rather than trained on uncertain data.

Answer: C

Question: 3

What is one key customer challenge addressed by HPE Networking wireless and wired LAN solutions?

A. Too much time spent on troubleshooting issues.
B. Lack of support for modern standard network protocols in clients.
C. Insufficient integration with virtualization solutions.
D. Need for distinct architectures for campus and branch.

Answer: A

Question: 4

What is one key customer challenge addressed by HPE Networking wireless and wired LAN solutions?

A. Lack of affordable options for WiFi 7
B. Need for distinct architectures for SMBs versus enterprise
C. Insufficient integration with modern containerized apps
D. Manual tools that offer limited insights

Answer: D

Question: 5

You have identified a potential candidate for an HPE Networking data center solution. What requirement indicates that you should recommend CX 10000 switches?

A. The customer is looking for a way to interconnect data centers.
B. The customer requires Top of Rack (ToR) microsegmentation.
C. The customer is a service provider.
D. The customer requires a solution for AI workloads.

Answer: B

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