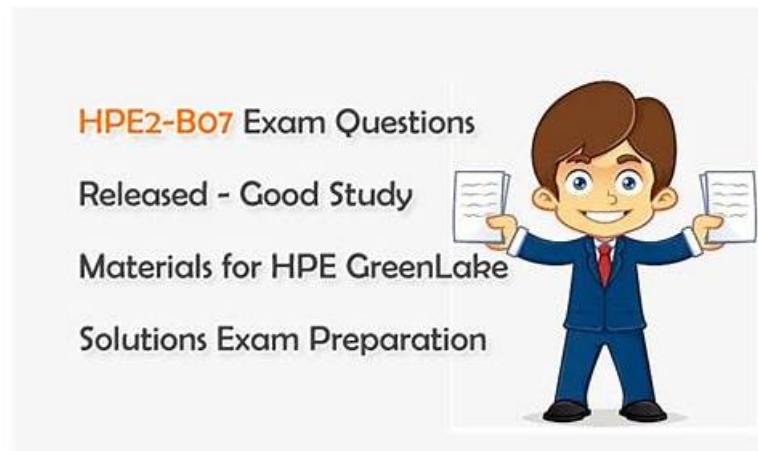


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### HPE GreenLake Solutions Sample Questions (Q58-Q63):

#### NEW QUESTION # 58

A partner wants to include additional managed services in an HPE GreenLake solution for a customer. What is the best approach?  
Response:

- A. Mandate customer-provided hardware
- B. Use only HPE services
- C. Exclude HPE Financial Services
- D. **Bundle their own services with HPE GreenLake offerings**

**Answer: D**

### NEW QUESTION # 59

A customer seeks scalable solutions for hybrid IT environments. What tool should you use to validate their GreenLake opportunity?  
Response:

- A. HPE Mapbook
- B. HPE Nimble Storage
- C. VMware NSX
- D. HPE GreenLake Dashboard

**Answer: A**

### NEW QUESTION # 60

How can partners validate GreenLake opportunities?

(Select two.)

Response:

- A. Conducting customer use case analysis
- B. Matching needs with the Mapbook
- C. Limiting solutions to SaaS models
- D. Using pre-configured solution templates

**Answer: A,B**

### NEW QUESTION # 61

Why is the FAST process critical in GreenLake proposals?

Response:

- A. It automates SaaS deployment for the customer.
- B. It standardizes GreenLake solutions across industries.
- C. It ensures all stakeholders have clearly defined roles and responsibilities.
- D. It restricts the use of cloud resources.

**Answer: C**

### NEW QUESTION # 62

How can HPE Partners extend the value of HPE GreenLake solutions?

Response:

- A. By bundling their services with HPE GreenLake offerings
- B. By limiting deployment to specific industries
- C. By mandating exclusive HPE hardware usage
- D. By excluding HPE Financial Services in deals

**Answer: A**

### NEW QUESTION # 63

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