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HPE GreenLake Solutions Sample Questions (Q33-Q38):

NEW QUESTION # 33
What are critical components of a GreenLake change order?
(Select two.)
Response:

- A. Documentation of associated costs
- B. Details of new requirements
- C. Avoiding scalability updates
- D. Standardizing new configurations

Answer: A,B

NEW QUESTION # 34
What is the primary role of an HPE Partner during the GreenLake sales process?
Response:

- A. Limiting the integration of third-party services
- B. Handling all financial transactions independently
- C. Working with HPE to understand customer needs and propose solutions
- D. Managing the deployment of hardware infrastructure

Answer: C

NEW QUESTION # 35
A customer requires a hybrid IT solution with dynamic resource allocation and consumption-based pricing. Which quoting process should you use?
Response:

- A. Flexible Quote Process
- B. ASQ
- C. Manual sizing adjustments
- D. Integrated Quoting Process

Answer: A

NEW QUESTION # 36
What is the primary purpose of the HPE Mapbook?
Response:

- A. Identifying GreenLake solutions that fit specific customer use cases
- B. Deploying pre-configured workloads
- C. Centralizing hardware lifecycle management
- D. Monitoring workload performance in real time

Answer: A

NEW QUESTION # 37
A partner wants to include additional managed services in an HPE GreenLake solution for a customer. What is the best approach?
Response:

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

Answer: D

NEW QUESTION # 38
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