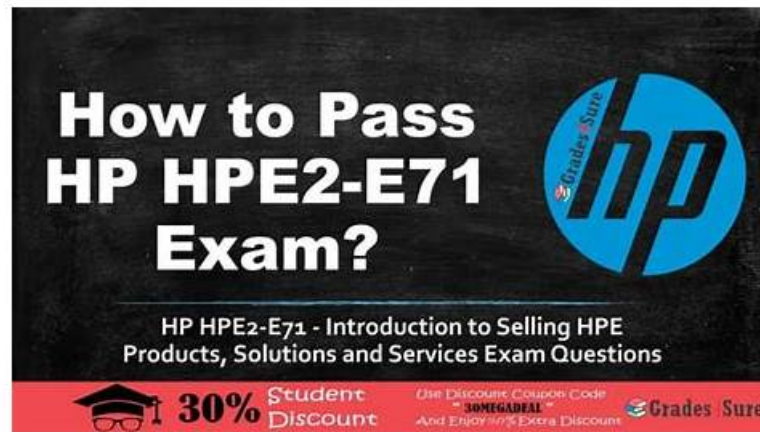


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HPE GreenLake Solutions Sample Questions (Q68-Q73):

NEW QUESTION # 68

A customer requires flexible financing and a tailored hybrid IT solution. What should the HPE Partner prioritize during the sales process?

Response:

- A. Restrict the solution to a single deployment model
- B. Exclude public cloud integration
- C. Collaborate with HPEFS for financing options
- D. Offer standardized pricing for GreenLake solutions

Answer: C

NEW QUESTION # 69

What are ideal use cases for HPE GreenLake solutions?

(Select two.)

Response:

- A. Dynamic applications requiring cloud integration
- B. Long-term fixed workloads without variability
- C. Rapidly scaling workloads
- D. Fixed on-premises hardware environments

Answer: A,C

NEW QUESTION # 70

What best practices ensure successful GreenLake delivery?

(Select two.)

Response:

- A. Aligning with customer business objectives
- B. Standardizing configurations across industries
- C. Avoiding scalability discussions
- D. Documenting customer requirements during ordering

Answer: A,D

NEW QUESTION # 71

What are key responsibilities of HPE Partners during GreenLake delivery?

(Select two.)

Response:

- A. Aligning delivery with the agreed SOW
- B. Avoiding customization discussions
- C. Managing customer expectations
- D. Restricting scalability features

Answer: A,C

NEW QUESTION # 72

What are key advantages of the Flexible Quote process?

(Select two.)

Response:

- A. Avoids dynamic resource allocation
- B. Supports custom configurations
- C. Aligns with unique customer requirements
- D. Limits resource scaling

Answer: B,C

NEW QUESTION # 73

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