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HPE GreenLake Solutions Sample Questions (Q91-Q96):

NEW QUESTION # 91

What factors are critical for building a business case for GreenLake?

(Select two.)

Response:

- A. Emphasizing operational cost reduction
- B. Restricting the solution to on-premises workloads
- C. Avoiding integration with public cloud resources
- D. Highlighting scalability and flexibility

Answer: A,D

NEW QUESTION # 92

How can HPE Partners add value to GreenLake solutions?

(Select two.)

Response:

- **A. Providing additional managed services**
- B. Mandating fixed deployment models
- **C. Bundling their own services**
- D. Offering exclusive GreenLake hardware

Answer: A,C

NEW QUESTION # 93

What makes the HPE GreenLake sales process unique?

(Select two.)

Response:

- **A. Collaboration between HPE, partners, and HPEFS**
- B. Limitation to on-premises deployments only
- C. Static pricing models for all customers
- **D. Customization of solutions based on customer needs**

Answer: A,D

NEW QUESTION # 94

What is the main advantage of the Flexible Quote process in GreenLake solutions?

Response:

- **A. Support for custom configurations based on customer needs**
- B. Limiting options to pre-configured solutions
- C. Avoiding scalability in solutions
- D. Static resource allocation

Answer: A

NEW QUESTION # 95

What post-sales responsibilities do HPE Partners have?

(Select two.)

Response:

- **A. Providing ongoing support to customers**
- B. Limiting discussions about future changes
- **C. Ensuring delivery meets SOW specifications**
- D. Avoiding post-sales scalability requests

Answer: A,C

NEW QUESTION # 96

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