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## HPE GreenLake Solutions Sample Questions (Q34-Q39):

### NEW QUESTION # 34

What are common traits of GreenLake customers?

(Select two.)

Response:

- A. Static workload demands
- **B. Need for scalable resources**
- **C. Interest in hybrid IT models**
- D. Avoidance of cloud-based solutions

**Answer: B,C**

### NEW QUESTION # 35

What is the first step in registering a GreenLake opportunity?

Response:

- A. Identifying customer use cases and objectives
- B. Deploying the customer's infrastructure
- C. Engaging with HPE Financial Services
- D. Completing the solution configuration

**Answer: A**

### NEW QUESTION # 36

What are the key roles in an HPE GreenLake sales team?

(Select two.)

Response:

- A. Account manager
- B. Cloud administrator
- C. Solutions architect
- D. IT security engineer

**Answer: A,C**

### NEW QUESTION # 37

What is the primary benefit of the HPE GreenLake SaaS model?

Response:

- A. Predictable operational expenses
- B. Elimination of all hardware requirements
- C. Fixed pricing for long-term contracts
- D. Reduced dependency on cloud infrastructure

**Answer: A**

### NEW QUESTION # 38

What is the purpose of the ASQ tool in designing HPE GreenLake solutions?

Response:

- A. Managing post-sales customer support
- B. Monitoring workload performance
- C. Consolidating GreenLake billing processes
- D. Quoting HPE GreenLake SaaS solutions

**Answer: D**

### NEW QUESTION # 39

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