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HPE GreenLake Solutions Sample Questions (Q86-Q91):

NEW QUESTION # 86

What are key advantages of the Flexible Quote process?

(Select two.)

Response:

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

Answer: B,C

NEW QUESTION # 87

What are key considerations for ordering GreenLake solutions?

(Select two.)

Response:

- A. Documenting customer-specific requirements
- B. Avoiding scalability requests during ordering
- C. Collaborating with HPE delivery teams
- D. Standardizing order configurations for all customers

Answer: A,C

NEW QUESTION # 88

Which tool can be used to build a strong business case for an HPE GreenLake solution?

Response:

- A. VMware vSphere
- B. HPE GreenLake Edge-to-Cloud Dashboard
- C. HPE Mapbook
- D. HPE Financial Services Quoting Tool

Answer: C

NEW QUESTION # 89

What financial benefits does HPEFS offer during the sales process?

(Select two.)

Response:

- A. Mandatory upfront investments
- B. Flexible payment models
- C. Customized leasing terms
- D. Static pricing for all solutions

Answer: B,C

NEW QUESTION # 90

Which step is essential for successfully delivering an HPE GreenLake solution?

Response:

- A. Avoiding discussions on scalability
- B. Aligning delivery with the customer's expectations and agreed SOW
- C. Standardizing GreenLake configurations for all customers
- D. Registering the opportunity with HPE

Answer: B

NEW QUESTION # 91

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