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HPE GreenLake Solutions Sample Questions (Q106-Q111):

NEW QUESTION # 106
What makes the HPE GreenLake sales process unique?
(Select two.)
Response:

- A. Customization of solutions based on customer needs
- B. Static pricing models for all customers
- C. Limitation to on-premises deployments only

- D. Collaboration between HPE, partners, and HPEFS

Answer: A,D

NEW QUESTION # 107
What post-sales practices improve GreenLake delivery?
(Select two.)
Response:

- A. Providing ongoing support
- B. Standardizing configurations across customers
- C. Monitoring performance against customer goals
- D. Avoiding future scalability discussions

Answer: A,C

NEW QUESTION # 108
What is a key feature of the HPE GreenLake Edge-to-Cloud Platform?
Response:

- A. Dedicated on-premises data centers only
- B. A consumption-based IT model with scalability
- C. Fixed-resource allocation with no dynamic scaling
- D. Mandatory integration with HPE storage only

Answer: B

NEW QUESTION # 109
Which characteristic indicates a strong GreenLake candidate?
Response:

- A. A customer looking for a pay-per-use IT model
- B. A customer with fixed infrastructure needs
- C. A customer with a single-cloud strategy
- D. A customer prioritizing capital expenditures over operational expenses

Answer: A

NEW QUESTION # 110
How can partners validate GreenLake opportunities?
(Select two.)
Response:

- A. Conducting customer use case analysis
- B. Matching needs with the Mapbook
- C. Limiting solutions to SaaS models
- D. Using pre-configured solution templates

Answer: A,B

NEW QUESTION # 111
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