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### HPE GreenLake Solutions Sample Questions (Q37-Q42):

### NEW QUESTION # 37

A customer requires financial flexibility and customized payment terms for their GreenLake solution. Which HPE service meets this need?

Response:

- A. HPE OneView
- B. HPE Nimble Storage
- C. HPE GreenLake for Colocation
- D. **HPE Financial Services**

**Answer: D**

### NEW QUESTION # 38

Which practice is recommended for HPE Partners during the sales process?

Response:

- A. Restrict GreenLake solutions to SaaS models only
- B. **Leverage the HPE mapbook to match customer needs**
- C. Ensure static configurations for all customer proposals
- D. Avoid involving HPEFS in deal negotiations

**Answer: B**

### NEW QUESTION # 39

In a typical HPE GreenLake contract, which parties are involved?

Response:

- A. **Customer, HPE Partner, and HPE Financial Services**
- B. HPE Partner and software vendor only
- C. HPE Financial Services and IT administrator
- D. Customer and hardware supplier only

**Answer: A**

### NEW QUESTION # 40

What financial features are critical for HPE GreenLake customers?

(Select two.)

Response:

- A. Upfront capital investments
- B. **Flexible payment models**
- C. **Customized leasing options**
- D. Limited scaling options

**Answer: B,C**

### NEW QUESTION # 41

Which resources are useful in designing GreenLake solutions?

(Select two.)

Response:

- A. **HPE Reference Architectures**
- B. HPE InfoSight analytics
- C. **GreenLake Mapbook**
- D. VMware vSphere

**Answer: A,C**

## NEW QUESTION # 42

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