

HP HPE2-B07 Dumps - Try Free HPE2-B07 Exam Questions and Answer



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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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