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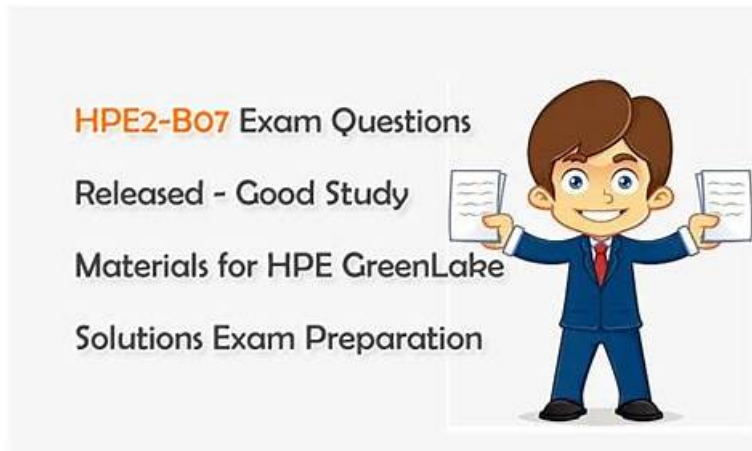

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HPE GreenLake Solutions Sample Questions (Q75-Q80):

NEW QUESTION # 75
A customer requires flexible financing and a tailored hybrid IT solution. What should the HPE Partner prioritize during the sales process?
Response:

- A. Restrict the solution to a single deployment model
- B. Exclude public cloud integration
- C. Collaborate with HPEFS for financing options
- D. Offer standardized pricing for GreenLake solutions

Answer: C

NEW QUESTION # 76
Which HPE GreenLake offering is designed for hosting containerized applications?
Response:

- A. HPE GreenLake for Colocation
- B. HPE GreenLake for SaaS
- C. HPE GreenLake for Private Cloud Enterprise
- D. HPE GreenLake for Containers

Answer: D

NEW QUESTION # 77
What factors are critical for building a business case for GreenLake?
(Select two.)
Response:

- A. Restricting the solution to on-premises workloads
- B. Emphasizing operational cost reduction
- C. Avoiding integration with public cloud resources
- D. Highlighting scalability and flexibility

Answer: B,D

NEW QUESTION # 78
What is the primary role of an HPE Partner during the GreenLake sales process?
Response:

- A. Handling all financial transactions independently
- B. Limiting the integration of third-party services
- C. Managing the deployment of hardware infrastructure
- D. Working with HPE to understand customer needs and propose solutions

Answer: D

NEW QUESTION # 79
How should an HPE Partner collaborate with HPEFS during the sales process?
Response:

- A. By offering flexible financial options to meet customer budgets
- B. By excluding public cloud services from the proposal
- C. By restricting customer access to pay-per-use models
- D. By finalizing all technical configurations independently

Answer: A

NEW QUESTION # 80
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