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HPE GreenLake Solutions Sample Questions (Q113-Q118):

NEW QUESTION # 113
An HPE Partner is proposing a GreenLake solution to a customer. What role should the partner play during the proposal?
Response:

- A. Act as a customer advocate and set expectations
- B. Avoid collaboration with HPEFS
- C. Limit scalability options in the proposal
- D. Finalize technical configurations independently

Answer: A

NEW QUESTION # 114
What best practices should HPE Partners follow during the sales process?
(Select two.)
Response:

- A. Exclude SaaS offerings from proposals
- C. Collaborate with HPEFS for financing options
- D. Use the HPE mapbook to identify tailored solutions

Answer: C,D

NEW QUESTION # 115
What tools are commonly used to design GreenLake solutions?
(Select two.)
Response:

- A. ASQ
- B. HPE Mapbook
- C. HPE Nimble Storage Dashboard
- D. VMware Tanzu

Answer: A,B

NEW QUESTION # 116
A retail company requires flexibility in scaling resources and expects frequent updates during delivery. What is the best approach for the partner?
Response:

- A. Align delivery with customer goals and provide regular updates
- B. Finalize resource allocation without customer input
- C. Avoid scalability discussions and standardize configurations
- D. Use static configurations to simplify delivery

Answer: A

NEW QUESTION # 117
What features of ASQ simplify the quoting process for GreenLake?
(Select two.)
Response:

- A. Real-time feedback on infrastructure sizing
- B. Automated configuration of SaaS solutions
- C. Manual adjustment of workload performance
- D. Integration with consumption-based pricing models

Answer: B,D

NEW QUESTION # 118
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