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HPE GreenLake Solutions Sample Questions (Q35-Q40):

NEW QUESTION # 35

How does the Mapbook support the GreenLake sales process?

(Select two.)

Response:

- A. Provides end-to-end infrastructure deployment
- B. Automates workload migration
- C. Identifies customer-specific solutions

- D. Aligns GreenLake offerings with customer use cases

Answer: C,D

NEW QUESTION # 36

How does HPE Mapbook assist in proposal development?

(Select two.)

Response:

- A. Limiting scalability options
- B. Identifying customer-specific solutions
- C. Building a compelling business case
- D. Automating the deployment process

Answer: B,C

NEW QUESTION # 37

A financial institution seeks operational cost savings and scalability. What should the business case emphasize?

Response:

- A. Static configurations for infrastructure
- B. Manual workload scaling
- C. Consumption-based pricing and flexibility
- D. Upfront capital expenses

Answer: C

NEW QUESTION # 38

What financial benefits does HPEFS offer during the sales process?

(Select two.)

Response:

- A. Mandatory upfront investments
- B. Customized leasing terms
- C. Static pricing for all solutions
- D. Flexible payment models

Answer: B,D

NEW QUESTION # 39

What tools are commonly used to design GreenLake solutions?

(Select two.)

Response:

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

Answer: C,D

NEW QUESTION # 40

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