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HPE GreenLake Solutions Sample Questions (Q10-Q15):

NEW QUESTION # 10
What best practices ensure successful GreenLake delivery?

(Select two.)
Response:

- A. Avoiding scalability discussions
- B. Aligning with customer business objectives
- C. Documenting customer requirements during ordering
- D. Standardizing configurations across industries

Answer: B,C

NEW QUESTION # 11
Why is registering a deal important in the GreenLake sales process?
Response:

- A. To complete the technical configuration
- B. To enforce pre-defined solution configurations
- C. To establish pricing based on customer requirements
- D. To secure exclusivity for the partner and customer

Answer: D

NEW QUESTION # 12
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 # 13
How does HPE Mapbook assist in proposal development?
(Select two.)
Response:

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

Answer: B,D

NEW QUESTION # 14
What financial benefits does HPEFS offer during the sales process?
(Select two.)
Response:

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

Answer: A,C

NEW QUESTION # 15

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