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HPE GreenLake Solutions Sample Questions (Q82-Q87):

NEW QUESTION # 82

What is the main advantage of the Flexible Quote process in GreenLake solutions?

Response:

- A. Static resource allocation
- B. Limiting options to pre-configured solutions
- C. Avoiding scalability in solutions
- D. Support for custom configurations based on customer needs

Answer: D

NEW QUESTION # 83

What are key goals of the FAST process?

(Select two.)

Response:

- A. Avoiding public cloud integration
- B. Defining roles and responsibilities of stakeholders
- C. Aligning solutions with customer outcomes
- D. Standardizing GreenLake configurations

Answer: B,C

NEW QUESTION # 84

A partner is developing a proposal for a hybrid IT solution requiring flexible financing. Which HPE service should be leveraged?

Response:

- A. HPE GreenLake Dashboard
- B. VMware Tanzu
- C. HPE Synergy
- D. HPE Financial Services

Answer: D

NEW QUESTION # 85

A customer has high variability in workload demands and seeks pay-per-use IT solutions. What GreenLake feature should you highlight?

Response:

- A. Static workload scalability
- B. Consumption-based pricing
- C. Limited cloud integration
- D. Fixed infrastructure costs

Answer: B

NEW QUESTION # 86

What responsibilities do HPE Partners have in the sales process?

(Select two.)

Response:

- A. Providing technical support for GreenLake deployments
- B. Setting customer expectations during the proposal stage
- C. Aligning customer goals with GreenLake solutions
- D. Offering financial services independently

Answer: B,C

NEW QUESTION # 87

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