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## HPE GreenLake Solutions Sample Questions (Q49-Q54):

### NEW QUESTION # 49

What are key goals of the FAST process?  
(Select two.)

Response:

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

**Answer: C,D**

#### NEW QUESTION # 50

What is a key benefit of involving HPE Financial Services (HPEFS) during the GreenLake sales process?

Response:

- A. Customized payment plans to meet customer budgets
- B. Pre-defined hardware configurations for all customers
- C. Simplified deployment of SaaS solutions
- D. Standardized pricing for all GreenLake deals

**Answer: A**

#### NEW QUESTION # 51

What post-sales practices improve GreenLake delivery?

(Select two.)

Response:

- A. Monitoring performance against customer goals
- B. Providing ongoing support
- C. Avoiding future scalability discussions
- D. Standardizing configurations across customers

**Answer: A,B**

#### NEW QUESTION # 52

What is the primary role of an HPE Partner during the delivery of a GreenLake solution?

Response:

- A. Enforcing fixed configurations across industries
- B. Providing GreenLake infrastructure directly to customers
- C. Ensuring post-sales services and managing customer expectations
- D. Avoiding collaboration with HPE Financial Services

**Answer: C**

#### NEW QUESTION # 53

What is a key customer benefit of HPE Financial Services (HPEFS) in GreenLake solutions?

Response:

- A. Mandatory upfront payments
- B. Fixed-cost infrastructure
- C. Reduced access to public cloud resources
- D. Flexible financing options tailored to customer needs

**Answer: D**

#### NEW QUESTION # 54

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