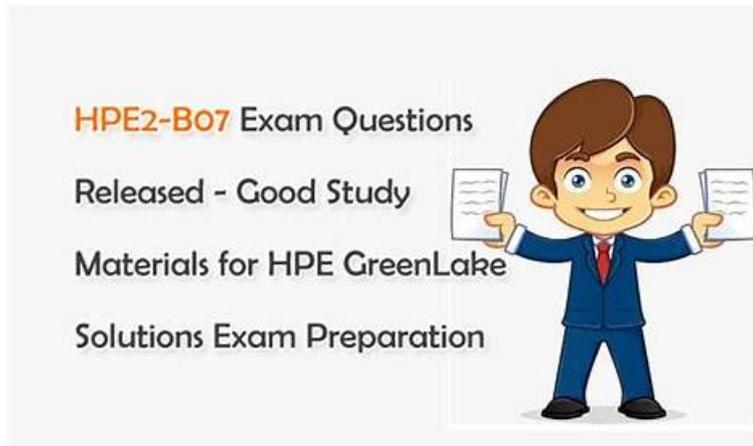


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HPE GreenLake Solutions Sample Questions (Q55-Q60):

NEW QUESTION # 55

Why is registering a deal important in the GreenLake sales process?

Response:

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

Answer: C

NEW QUESTION # 56

What is the primary goal of the HPE GreenLake sales process?

Response:

- A. Offering pre-configured pricing models
- **B. Creating a tailored solution that meets customer needs**
- C. Limiting the scalability of customer workloads
- D. Selling fixed, on-premises hardware solutions

Answer: B

NEW QUESTION # 57

What makes the HPE GreenLake sales process unique?

(Select two.)

Response:

- A. Limitation to on-premises deployments only
- **B. Customization of solutions based on customer needs**
- C. Static pricing models for all customers
- **D. Collaboration between HPE, partners, and HPEFS**

Answer: B,D

NEW QUESTION # 58

In a typical HPE GreenLake contract, which parties are involved?

Response:

- A. HPE Partner and software vendor only
- B. Customer and hardware supplier only
- **C. Customer, HPE Partner, and HPE Financial Services**
- D. HPE Financial Services and IT administrator

Answer: C

NEW QUESTION # 59

What are critical steps in configuring a GreenLake solution?

(Select two.)

Response:

- A. Limiting the solution to on-premises deployments
- **B. Understanding the customer's workload requirements**
- C. Avoiding collaboration with HPEFS
- **D. Using the Integrated Quoting Process**

Answer: B,D

NEW QUESTION # 60

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