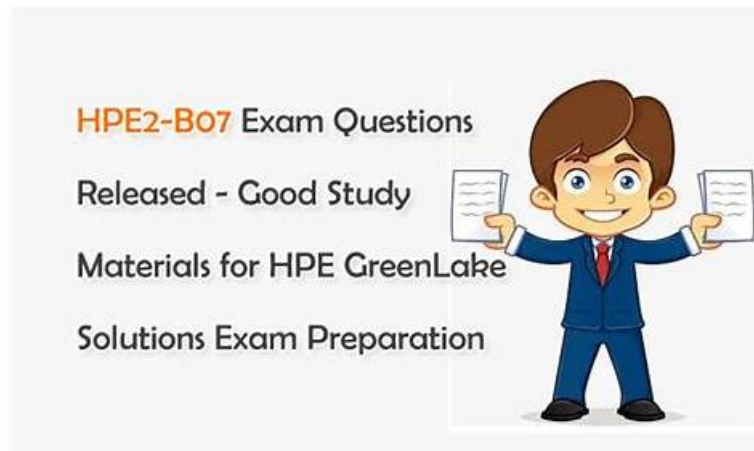


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HPE GreenLake Solutions Sample Questions (Q33-Q38):

NEW QUESTION # 33

What tool should be used to configure a GreenLake solution for quoting?

Response:

- A. HPE OneView
- **B. HPE Integrated Quoting Process**
- C. HPE Nimble Dashboard
- D. VMware vSphere

Answer: B

NEW QUESTION # 34

What are key responsibilities of HPE Partners during the proposal process?

(Select two.)

Response:

- A. Avoiding discussions about customer scalability needs
- B. Restricting proposals to SaaS offerings only
- C. Aligning GreenLake solutions with customer outcomes
- D. Managing customer expectations

Answer: C,D

NEW QUESTION # 35

A retail company requires dynamic scalability and flexible payment options. What tool should the partner use to build a business case?

Response:

- A. VMware NSX Manager
- B. HPE InfoSight
- C. HPE Nimble Dashboard
- D. HPE Mapbook

Answer: D

NEW QUESTION # 36

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

Response:

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

Answer: C

NEW QUESTION # 37

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 # 38

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