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### HPE GreenLake Solutions Sample Questions (Q72-Q77):

#### NEW QUESTION # 72

What is one of the key responsibilities of HPE Partners in the sales process?

Response:

- A. Limiting customization of GreenLake offerings
- **B. Setting customer expectations and aligning goals**
- C. Providing end-to-end deployment services
- D. Financing customer purchases directly

**Answer: B**

### NEW QUESTION # 73

When a customer requires changes to their GreenLake solution, what is the first step?

Response:

- A. Reconfigure the solution independently
- B. Create a new GreenLake proposal
- C. Initiate a change order based on new requirements
- D. Reject the requested changes

**Answer: C**

### NEW QUESTION # 74

How can HPE Partners add value to GreenLake solutions?

(Select two.)

Response:

- A. Mandating fixed deployment models
- B. Offering exclusive GreenLake hardware
- C. Bundling their own services
- D. Providing additional managed services

**Answer: C,D**

### NEW QUESTION # 75

What are critical steps in configuring a GreenLake solution?

(Select two.)

Response:

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

**Answer: B,D**

### NEW QUESTION # 76

A customer requires a hybrid IT solution with dynamic resource allocation and consumption-based pricing. Which quoting process should you use?

Response:

- A. Manual sizing adjustments
- B. Integrated Quoting Process
- C. Flexible Quote Process
- D. ASQ

**Answer: C**

### NEW QUESTION # 77

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