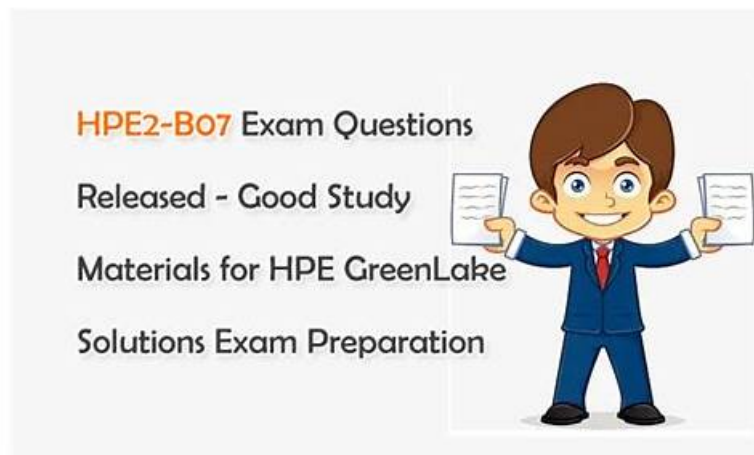


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HPE GreenLake Solutions Sample Questions (Q19-Q24):

NEW QUESTION # 19

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

Response:

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

Answer: A

NEW QUESTION # 20

What are key characteristics of a good GreenLake candidate?

(Select two.)

Response:

- A. Preference for capital expenditure
- **B. Interest in operational expense models**
- **C. Dynamic workload variability**
- D. Fixed IT infrastructure needs

Answer: B,C

NEW QUESTION # 21

What does the FAST process focus on during the GreenLake proposal stage?

Response:

- A. Limiting GreenLake solutions to on-premises infrastructure
- **B. Aligning HPE services with the customer's desired outcomes**
- C. Avoiding scalability discussions during the proposal
- D. Automating deployment of pre-configured workloads

Answer: B

NEW QUESTION # 22

What best practices should partners follow during the proposal process?

(Select two.)

Response:

- **A. Ensuring solutions align with customer goals**
- B. Avoiding scalability discussions
- **C. Highlighting the benefits of consumption-based pricing**
- D. Limiting proposals to on-premises workloads

Answer: A,C

NEW QUESTION # 23

What industries benefit most from HPE GreenLake solutions?

(Select two.)

Response:

- A. Retail with fixed IT budgets
- B. Education with non-variable workloads
- **C. Manufacturing requiring rapid scalability**
- **D. Finance with dynamic workloads**

Answer: C,D

NEW QUESTION # 24

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