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HPE GreenLake Solutions Sample Questions (Q58-Q63):

NEW QUESTION # 58

What is a key benefit of leveraging HPE Financial Services during proposal development?

Response:

- A. Excluding public cloud integrations
- **B. Offering customized payment terms and leasing options**
- C. Restricting the solution to operational expenses
- D. Standardizing payment models

Answer: B

NEW QUESTION # 59

What is the primary benefit of the HPE GreenLake SaaS model?

Response:

- A. Reduced dependency on cloud infrastructure
- B. Fixed pricing for long-term contracts
- C. Predictable operational expenses
- D. Elimination of all hardware requirements

Answer: C

NEW QUESTION # 60

What are key goals of the FAST process?

(Select two.)

Response:

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

Answer: A,C

NEW QUESTION # 61

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

(Select two.)

Response:

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

Answer: B,C

NEW QUESTION # 62

What best practices should HPE Partners follow during the sales process?

(Select two.)

Response:

- A. Use the HPE mapbook to identify tailored solutions
- B. Collaborate with HPEFS for financing options
- C. Finalize technical configurations independently
- D. Exclude SaaS offerings from proposals

Answer: A,B

NEW QUESTION # 63

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