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HPE GreenLake Solutions Sample Questions (Q21-Q26):

NEW QUESTION # 21

What are key responsibilities of HPE Partners during GreenLake delivery?
(Select two.)

Response:

- A. Managing customer expectations
- B. Restricting scalability features
- C. Avoiding customization discussions
- D. Aligning delivery with the agreed SOW

Answer: A,D

NEW QUESTION # 22

What financial features are critical for HPE GreenLake customers?

(Select two.)

Response:

- A. Limited scaling options
- B. Upfront capital investments
- C. Customized leasing options
- D. Flexible payment models

Answer: C,D

NEW QUESTION # 23

Which industry is a strong candidate for GreenLake solutions?

Response:

- A. Manufacturing with predictable workloads
- B. Finance requiring rapid scalability and flexibility
- C. Retail with fixed IT requirements
- D. Education with non-variable workloads

Answer: B

NEW QUESTION # 24

How does HPEFS enhance customer experience?

(Select two.)

Response:

- A. Dependency on upfront investments
- B. Flexible financing options
- C. Static pricing models
- D. Customized payment terms

Answer: B,D

NEW QUESTION # 25

What are the key roles in an HPE GreenLake sales team?

(Select two.)

Response:

- A. Cloud administrator
- B. Solutions architect
- C. IT security engineer
- D. Account manager

Answer: B,D

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