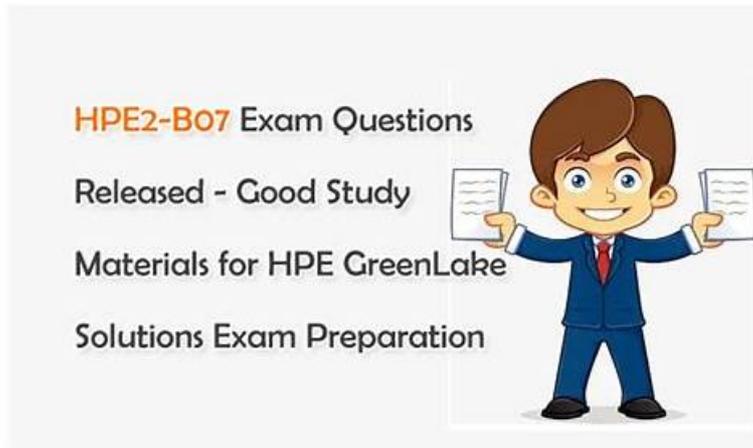


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HPE GreenLake Solutions Sample Questions (Q108-Q113):

NEW QUESTION # 108

What is the purpose of the ASQ tool in designing HPE GreenLake solutions?

Response:

- A. Quoting HPE GreenLake SaaS solutions
- B. Managing post-sales customer support
- C. Monitoring workload performance
- D. Consolidating GreenLake billing processes

Answer: A

NEW QUESTION # 109

What is a key customer benefit of HPE Financial Services (HPEFS) in GreenLake solutions?

Response:

- A. Reduced access to public cloud resources
- **B. Flexible financing options tailored to customer needs**
- C. Mandatory upfront payments
- D. Fixed-cost infrastructure

Answer: B

NEW QUESTION # 110

What responsibilities do HPE Partners have in the sales process?

(Select two.)

Response:

- **A. Aligning customer goals with GreenLake solutions**
- B. Offering financial services independently
- C. Providing technical support for GreenLake deployments
- **D. Setting customer expectations during the proposal stage**

Answer: A,D

NEW QUESTION # 111

What is a key feature of the HPE GreenLake Edge-to-Cloud Platform?

Response:

- A. Mandatory integration with HPE storage only
- B. Dedicated on-premises data centers only
- **C. A consumption-based IT model with scalability**
- D. Fixed-resource allocation with no dynamic scaling

Answer: C

NEW QUESTION # 112

Which characteristic indicates a strong GreenLake candidate?

Response:

- **A. A customer looking for a pay-per-use IT model**
- B. A customer with a single-cloud strategy
- C. A customer prioritizing capital expenditures over operational expenses
- D. A customer with fixed infrastructure needs

Answer: A

NEW QUESTION # 113

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