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HPE GreenLake Solutions Sample Questions (Q35-Q40):

NEW QUESTION # 35
What are key responsibilities of HPE Partners during the proposal process?
(Select two.)
Response:

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

Answer: A,D

NEW QUESTION # 36
What makes the HPE GreenLake sales process unique?
(Select two.)
Response:

- A. Collaboration between HPE, partners, and HPEFS
- B. Limitation to on-premises deployments only
- C. Customization of solutions based on customer needs
- D. Static pricing models for all customers

Answer: A,C

NEW QUESTION # 37
A partner is registering a GreenLake deal and wants exclusivity for their proposal. What should they do first?
Response:

- A. Register the deal with HPE
- B. Collaborate with HPE Financial Services
- C. Use the Mapbook to validate the opportunity
- D. Complete the Integrated Quoting Process

Answer: A

NEW QUESTION # 38
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. ASQ
- C. Integrated Quoting Process
- D. Flexible Quote Process

Answer: D

NEW QUESTION # 39
What best practices should HPE Partners follow during the sales process?

(Select two.)
Response:

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

Answer: B,C

NEW QUESTION # 40

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