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## HPE GreenLake Solutions Sample Questions (Q107-Q112):

### NEW QUESTION # 107

A customer seeks cost-efficient GreenLake solutions with scalable SaaS options. Which HPEFS feature should be highlighted?

Response:

- A. Pre-defined configurations
- **B. Customized payment terms and flexible financing**
- C. Mandatory capital investments
- D. Limited support for SaaS models

**Answer: B**

### NEW QUESTION # 108

A customer requires flexible financing and a tailored hybrid IT solution. What should the HPE Partner prioritize during the sales process?

Response:

- A. Restrict the solution to a single deployment model
- B. Offer standardized pricing for GreenLake solutions
- C. Exclude public cloud integration
- **D. Collaborate with HPEFS for financing options**

**Answer: D**

### NEW QUESTION # 109

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

Response:

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

**Answer: A**

### NEW QUESTION # 110

What are key responsibilities of HPE Partners during GreenLake delivery?

(Select two.)

Response:

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

**Answer: A,C**

### NEW QUESTION # 111

What financial benefits does HPEFS offer during the sales process?

(Select two.)

Response:

- A. Mandatory upfront investments
- **B. Flexible payment models**
- C. Static pricing for all solutions
- **D. Customized leasing terms**

**Answer: B,D**

## NEW QUESTION # 112

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