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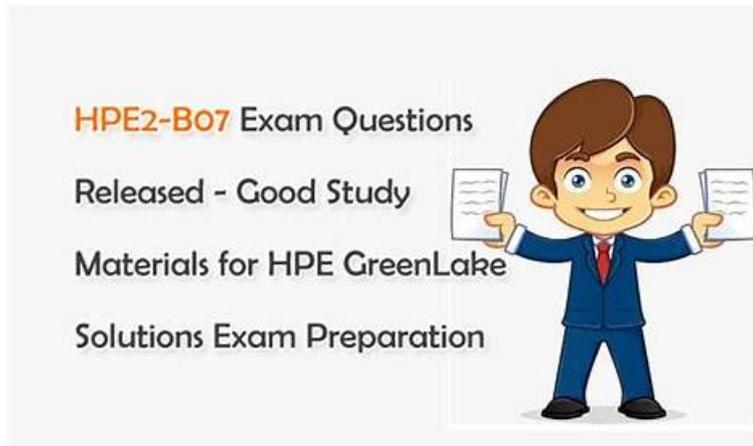
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HPE GreenLake Solutions Sample Questions (Q62-Q67):

NEW QUESTION # 62
How can partners ensure that GreenLake delivery meets customer expectations?
Response:

- A. By standardizing all GreenLake solutions
- B. By avoiding scalability discussions
- C. By focusing only on pre-sales agreements
- D. By aligning delivery with the customer's business objectives and SOW

Answer: D

NEW QUESTION # 63

What is the primary purpose of a Statement of Work (SOW) in GreenLake proposals?

Response:

- A. To define the scope, deliverables, and responsibilities of all parties
- B. To provide static pricing details
- C. To standardize resource allocation for all customers
- D. To enforce pre-configured solutions

Answer: A

NEW QUESTION # 64

A retail company requires flexibility in scaling resources and expects frequent updates during delivery. What is the best approach for the partner?

Response:

- A. Use static configurations to simplify delivery
- B. Avoid scalability discussions and standardize configurations
- C. Align delivery with customer goals and provide regular updates
- D. Finalize resource allocation without customer input

Answer: C

NEW QUESTION # 65

A financial institution seeks operational cost savings and scalability. What should the business case emphasize?

Response:

- A. Static configurations for infrastructure
- B. Manual workload scaling
- C. Consumption-based pricing and flexibility
- D. Upfront capital expenses

Answer: C

NEW QUESTION # 66

When should the Integrated Quoting Process be used?

Response:

- A. For implementing pre-configured workloads
- B. For SaaS-only configurations
- C. To design and quote complex GreenLake solutions
- D. For hardware lifecycle monitoring

Answer: C

NEW QUESTION # 67

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