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## HPE GreenLake Solutions Sample Questions (Q67-Q72):

### NEW QUESTION # 67

When a customer requires changes to their GreenLake solution, what is the first step?

Response:

- A. Reconfigure the solution independently
- B. Reject the requested changes
- C. Initiate a change order based on new requirements
- D. Create a new GreenLake proposal

**Answer: C**

**NEW QUESTION # 68**

How can partners ensure that GreenLake delivery meets customer expectations?

Response:

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

**Answer: A**

**NEW QUESTION # 69**

When should the Integrated Quoting Process be used?

Response:

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

**Answer: B**

**NEW QUESTION # 70**

What are best practices for configuring GreenLake solutions?

(Select two.)

Response:

- **A. Aligning with customer objectives**
- B. Avoiding scalability features
- C. Limiting hybrid IT deployments
- **D. Using the Flexible Quoting Process**

**Answer: A,D**

**NEW QUESTION # 71**

What tool should be used to configure a GreenLake solution for quoting?

Response:

- A. HPE Nimble Dashboard
- B. VMware vSphere
- C. HPE OneView
- **D. HPE Integrated Quoting Process**

**Answer: D**

**NEW QUESTION # 72**

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