

# HPE2-B07 Sure Pass & HPE2-B07 Exam Vce Format



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## HPE GreenLake Solutions Sample Questions (Q105-Q110):

### NEW QUESTION # 105

How does HPE Financial Services enable cost optimization for customers?

Response:

- A. By reducing cloud integration capabilities
- B. By limiting financing to hardware only
- C. By enabling pay-per-use models
- D. By mandating capital expenditures upfront

**Answer: C**

**NEW QUESTION # 106**

What role do HPE Partners play in setting up GreenLake solutions for customers?

Response:

- A. Managing all aspects of hardware lifecycle
- **B. Providing managed services and acting as a customer advocate**
- C. Enforcing pre-defined solution configurations
- D. Developing GreenLake offerings independently of HPE

**Answer: B**

**NEW QUESTION # 107**

How can HPE Partners effectively collaborate with HPE during the sales process?

(Select two.)

Response:

- **A. Offering customer-specific managed services**
- B. Developing independent solutions outside HPE's offerings
- C. Restricting access to cloud-based models
- **D. Conducting joint customer needs assessments**

**Answer: A,D**

**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 tools support dynamic sizing for GreenLake solutions?

(Select two.)

Response:

- A. Manual sizing adjustments
- **B. Flexible Quote Process**
- C. HPE Reference Architectures
- **D. HPE InfoSight**

**Answer: B,D**

**NEW QUESTION # 110**

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