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HPE GreenLake Solutions Sample Questions (Q34-Q39):

NEW QUESTION # 34

What is a key customer benefit of HPE Financial Services (HPEFS) in GreenLake solutions?

Response:

- A. Mandatory upfront payments
- B. **Flexible financing options tailored to customer needs**
- C. Fixed-cost infrastructure
- D. Reduced access to public cloud resources

Answer: B

NEW QUESTION # 35

A partner is developing a proposal for a hybrid IT solution requiring flexible financing. Which HPE service should be leveraged?

Response:

- A. HPE Synergy
- B. VMware Tanzu
- C. HPE GreenLake Dashboard
- D. **HPE Financial Services**

Answer: D

NEW QUESTION # 36

What are key characteristics of a good GreenLake candidate?

(Select two.)

Response:

- A. Interest in operational expense models
- B. **Dynamic workload variability**
- C. Fixed IT infrastructure needs
- D. Preference for capital expenditure

Answer: A,B

NEW QUESTION # 37

What are key responsibilities of HPE Partners during GreenLake delivery?

(Select two.)

Response:

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

Answer: C,D

NEW QUESTION # 38

What responsibilities do HPE Partners have in the sales process?

(Select two.)

Response:

- A. Offering financial services independently
- B. Providing technical support for GreenLake deployments
- C. **Aligning customer goals with GreenLake solutions**
- D. Setting customer expectations during the proposal stage

Answer: C,D

NEW QUESTION # 39

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