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HPE GreenLake Solutions Sample Questions (Q12-Q17):

NEW QUESTION # 12
A customer has high variability in workload demands and seeks pay-per-use IT solutions. What GreenLake feature should you highlight?
Response:

- A. Limited cloud integration
- B. Consumption-based pricing
- C. Fixed infrastructure costs
- D. Static workload scalability

Answer: B

NEW QUESTION # 13

What is the first step in registering a GreenLake opportunity?

Response:

- A. Engaging with HPE Financial Services
- B. Deploying the customer's infrastructure
- C. Completing the solution configuration
- D. Identifying customer use cases and objectives

Answer: D

NEW QUESTION # 14

What is the purpose of the ASQ tool in designing HPE GreenLake solutions?

Response:

- A. Consolidating GreenLake billing processes
- B. Managing post-sales customer support
- C. Quoting HPE GreenLake SaaS solutions
- D. Monitoring workload performance

Answer: C

NEW QUESTION # 15

What makes the HPE GreenLake sales process unique?
(Select two.)

Response:

- A. Customization of solutions based on customer needs
- B. Limitation to on-premises deployments only
- C. Collaboration between HPE, partners, and HPEFS
- D. Static pricing models for all customers

Answer: A,C

NEW QUESTION # 16

What are key characteristics of a good GreenLake candidate?
(Select two.)

Response:

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

Answer: B,C

NEW QUESTION # 17

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