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HPE GreenLake Solutions Sample Questions (Q17-Q22):

NEW QUESTION # 17

Which practice is recommended for HPE Partners during the sales process?

Response:

- A. Restrict GreenLake solutions to SaaS models only
- B. Avoid involving HPEFS in deal negotiations
- C. Ensure static configurations for all customer proposals
- D. **Leverage the HPE mapbook to match customer needs**

Answer: D

NEW QUESTION # 18

How can HPE Partners extend the value of HPE GreenLake solutions?

Response:

- A. By bundling their services with HPE GreenLake offerings
- B. By limiting deployment to specific industries
- C. By mandating exclusive HPE hardware usage
- D. By excluding HPE Financial Services in deals

Answer: A

NEW QUESTION # 19

A financial institution needs to document additional requirements and costs for their GreenLake solution. What tool should be used?

Response:

- A. GreenLake Mapbook
- B. Change order
- C. Flexible Quote Process
- D. SOW

Answer: B

NEW QUESTION # 20

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

Response:

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

Answer: D

NEW QUESTION # 21

What are key responsibilities of HPE Partners during the proposal process?

(Select two.)

Response:

- A. Managing customer expectations
- B. Avoiding discussions about customer scalability needs
- C. Aligning GreenLake solutions with customer outcomes
- D. Restricting proposals to SaaS offerings only

Answer: A,C

NEW QUESTION # 22

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