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HPE GreenLake Solutions Sample Questions (Q60-Q65):

NEW QUESTION # 60

What are the key roles in an HPE GreenLake sales team?

(Select two.)

Response:

- A. Cloud administrator
- B. IT security engineer
- C. Solutions architect
- D. Account manager

Answer: C,D

NEW QUESTION # 61

Why is it important to register a GreenLake opportunity?

(Select two.)

Response:

- A. Simplifies solution deployment
- B. Ensures exclusivity for the partner
- C. Provides fixed configuration options
- D. Allows access to HPE support resources

Answer: B,D

NEW QUESTION # 62

A retail company requires flexibility in scaling resources and expects frequent updates during delivery. What is the best approach for the partner?

Response:

- A. Use static configurations to simplify delivery
- B. Align delivery with customer goals and provide regular updates
- C. Finalize resource allocation without customer input
- D. Avoid scalability discussions and standardize configurations

Answer: B

NEW QUESTION # 63

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. SOW
- D. Flexible Quote Process

Answer: B

NEW QUESTION # 64

What best practices ensure successful GreenLake delivery?

(Select two.)

Response:

- A. Standardizing configurations across industries
- B. Aligning with customer business objectives
- C. Avoiding scalability discussions
- D. Documenting customer requirements during ordering

Answer: B,D

NEW QUESTION # 65

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