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HPE GreenLake Solutions Sample Questions (Q11-Q16):

NEW QUESTION # 11

An HPE Partner is proposing a GreenLake solution to a customer. What role should the partner play during the proposal?
Response:

- A. Act as a customer advocate and set expectations
- B. Finalize technical configurations independently
- C. Limit scalability options in the proposal
- D. Avoid collaboration with HPEFS

Answer: A

NEW QUESTION # 12

What makes the HPE GreenLake sales process unique?

(Select two.)

Response:

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

Answer: A,B

NEW QUESTION # 13

What features are included in the HPE GreenLake portfolio?

(Select two.)

Response:

- A. Mandatory upfront investments
- B. Fixed-resource configurations
- C. Consumption-based pricing
- D. Edge-to-cloud scalability

Answer: C,D

NEW QUESTION # 14

What best practices ensure successful GreenLake delivery?

(Select two.)

Response:

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

Answer: A,D

NEW QUESTION # 15

What differentiates GreenLake sizing from traditional methods?

(Select two.)

Response:

- A. Dynamic resource allocation
- B. Pre-defined hardware dependencies
- C. Consumption-based capacity planning
- D. Static infrastructure design

Answer: A,C

NEW QUESTION # 16

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