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HPE GreenLake Solutions Sample Questions (Q25-Q30):

NEW QUESTION # 25

What role do HPE Partners play in setting up GreenLake solutions for customers?

Response:

- A. Managing all aspects of hardware lifecycle
- B. Enforcing pre-defined solution configurations
- C. Developing GreenLake offerings independently of HPE
- **D. Providing managed services and acting as a customer advocate**

Answer: D

NEW QUESTION # 26

What are benefits of using the Integrated Quoting Process for GreenLake solutions?

(Select two.)

Response:

- **A. Simplifies quoting for complex solutions**
- **B. Ensures scalability of resources**
- C. Provides pre-configured templates only
- D. Avoids customization options

Answer: A,B

NEW QUESTION # 27

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

(Select two.)

Response:

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

Answer: B,D

NEW QUESTION # 28

Why is it important to register a GreenLake opportunity?

(Select two.)

Response:

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

Answer: C,D

NEW QUESTION # 29

What tool should be used to configure a GreenLake solution for quoting?

Response:

- A. HPE OneView
- **B. HPE Integrated Quoting Process**
- C. VMware vSphere
- D. HPE Nimble Dashboard

Answer: B

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