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HPE GreenLake Solutions Sample Questions (Q46-Q51):

NEW QUESTION # 46

What is the main advantage of the Flexible Quote process in GreenLake solutions?

Response:

- A. Avoiding scalability in solutions
- B. Static resource allocation
- **C. Support for custom configurations based on customer needs**
- D. Limiting options to pre-configured solutions

Answer: C

NEW QUESTION # 47

What are key goals of the FAST process?

(Select two.)

Response:

- **A. Aligning solutions with customer outcomes**
- **B. Defining roles and responsibilities of stakeholders**
- C. Standardizing GreenLake configurations
- D. Avoiding public cloud integration

Answer: A,B

NEW QUESTION # 48

Which resource is commonly used to assist in designing GreenLake solutions?

Response:

- A. HPE Nimble Dashboard
- B. HPE InfoSight
- **C. HPE Reference Architectures**
- D. VMware NSX Manager

Answer: C

NEW QUESTION # 49

Which tool can be used to build a strong business case for an HPE GreenLake solution?

Response:

- A. HPE Financial Services Quoting Tool
- B. HPE GreenLake Edge-to-Cloud Dashboard
- C. VMware vSphere
- **D. HPE Mapbook**

Answer: D

NEW QUESTION # 50

What is the primary goal of the HPE GreenLake sales process?

Response:

- A. Selling fixed, on-premises hardware solutions
- B. Offering pre-configured pricing models
- **C. Creating a tailored solution that meets customer needs**
- D. Limiting the scalability of customer workloads

Answer: C

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