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HPE GreenLake Solutions Sample Questions (Q90-Q95):

NEW QUESTION # 90

What financial benefits does HPEFS offer during the sales process?

(Select two.)

Response:

- A. Mandatory upfront investments
- B. Customized leasing terms
- C. Flexible payment models
- D. Static pricing for all solutions

Answer: B,C

NEW QUESTION # 91

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

(Select two.)

Response:

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

Answer: B,C

NEW QUESTION # 92

What are critical components of a GreenLake change order?

(Select two.)

Response:

- A. Standardizing new configurations
- B. Avoiding scalability updates
- C. Details of new requirements
- D. Documentation of associated costs

Answer: C,D

NEW QUESTION # 93

How does HPEFS enhance customer experience?

(Select two.)

Response:

- A. Dependency on upfront investments
- B. Customized payment terms
- C. Static pricing models
- D. Flexible financing options

Answer: B,D

NEW QUESTION # 94

What are key considerations for ordering GreenLake solutions?

(Select two.)

Response:

- A. Documenting customer-specific requirements
- B. Standardizing order configurations for all customers
- C. Avoiding scalability requests during ordering
- D. Collaborating with HPE delivery teams

Answer: A,D

NEW QUESTION # 95

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