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HPE GreenLake Solutions Sample Questions (Q110-Q115):

NEW QUESTION # 110

What is a key benefit of leveraging HPE Financial Services during proposal development?

Response:

- A. Restricting the solution to operational expenses
- B. Excluding public cloud integrations
- C. Standardizing payment models
- D. Offering customized payment terms and leasing options

Answer: D

NEW QUESTION # 111

What financial features are critical for HPE GreenLake customers?

(Select two.)

Response:

- A. Customized leasing options

- B. Limited scaling options
- C. Upfront capital investments
- D. Flexible payment models

Answer: A,D

NEW QUESTION # 112

A financial institution seeks operational cost savings and scalability. What should the business case emphasize?

Response:

- A. Consumption-based pricing and flexibility
- B. Upfront capital expenses
- C. Manual workload scaling
- D. Static configurations for infrastructure

Answer: A

NEW QUESTION # 113

What differentiates GreenLake sizing from traditional sizing methods?

Response:

- A. Manual adjustment of infrastructure size
- B. Dependency on legacy hardware
- C. Fixed capacity allocation for all customers
- D. Dynamic resource allocation based on consumption

Answer: D

NEW QUESTION # 114

What is the first step in registering a GreenLake opportunity?

Response:

- A. Identifying customer use cases and objectives
- B. Completing the solution configuration
- C. Deploying the customer's infrastructure
- D. Engaging with HPE Financial Services

Answer: A

NEW QUESTION # 115

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