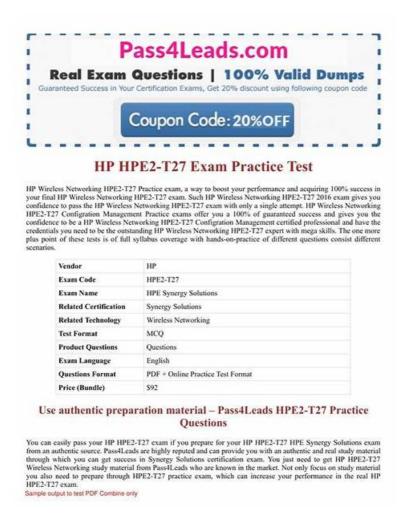
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HPE GreenLake Solutions Sample Questions (Q77-Q82):

NEW QUESTION #77

What is the first step in registering a GreenLake opportunity? Response:

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

Answer: B

NEW QUESTION #78

When should the Flexible Quote process be used over Integrated Quoting? Response:

- A. When no scalability is required
- B. For SaaS configurations only
- C. When customer requirements demand unique configurations
- D. For pre-configured GreenLake solutions

Answer: C

NEW QUESTION #79

Which resources are useful in designing GreenLake solutions? (Select two.)

Response:

- A. HPE InfoSight analytics
- B. HPE Reference Architectures
- C. VMware vSphere
- D. GreenLake Mapbook

Answer: B,D

NEW QUESTION #80

What best practices should HPE Partners follow during the sales process? (Select two.)

Response:

- A. Collaborate with HPEFS for financing options
- B. Exclude SaaS offerings from proposals
- C. Use the HPE mapbook to identify tailored solutions
- D. Finalize technical configurations independently

Answer: A,C

NEW QUESTION #81

What are critical steps in configuring a GreenLake solution? (Select two.)

Response:

- A. Avoiding collaboration with HPEFS
- B. Limiting the solution to on-premises deployments
- C. Using the Integrated Quoting Process

• D. Understanding the customer's workload requirements

Answer: C,D

NEW QUESTION #82

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