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HPE GreenLake Solutions Sample Questions (Q30-Q35):

NEW QUESTION # 30

What are benefits of using the Integrated Quoting Process for GreenLake solutions?
(Select two.)

Response:

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

Answer: C,D

NEW QUESTION # 31

What are important considerations when designing GreenLake solutions?

(Select two.)

Response:

- A. Fixed infrastructure configurations
- B. Customer workload requirements
- C. Standardized IT environments
- D. Scalability needs

Answer: B,D

NEW QUESTION # 32

What financial benefits does HPEFS offer during the sales process?

(Select two.)

Response:

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

Answer: B,D

NEW QUESTION # 33

How can HPE Partners add value to GreenLake solutions?

(Select two.)

Response:

- A. Mandating fixed deployment models
- B. Providing additional managed services
- C. Offering exclusive GreenLake hardware
- D. Bundling their own services

Answer: B,D

NEW QUESTION # 34

What is the primary role of an HPE Partner during the delivery of a GreenLake solution?

Response:

- A. Ensuring post-sales services and managing customer expectations
- B. Avoiding collaboration with HPE Financial Services
- C. Enforcing fixed configurations across industries
- D. Providing GreenLake infrastructure directly to customers

Answer: A

NEW QUESTION # 35

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