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HPE GreenLake Solutions Sample Questions (Q61-Q66):

NEW QUESTION # 61

Who are the key parties involved in GreenLake contracts?

(Select two.)

Response:

- A. HPE Financial Services
- B. Independent hardware vendors
- C. Public cloud providers
- D. Customer

Answer: A,D

NEW QUESTION # 62

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

Response:

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

Answer: A

NEW QUESTION # 63

Which use case is ideal for HPE GreenLake IaaS?

Response:

- A. Providing disaster recovery for edge locations
- B. Supporting legacy applications with no modernization needs
- C. Managing workloads in fixed on-premises environments
- **D. Enabling rapid scalability for dynamic workloads**

Answer: D

NEW QUESTION # 64

How can HPE Partners add value to GreenLake solutions?

(Select two.)

Response:

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

Answer: B,C

NEW QUESTION # 65

How does HPE Financial Services enable cost optimization for customers?

Response:

- A. By mandating capital expenditures upfront
- **B. By enabling pay-per-use models**
- C. By reducing cloud integration capabilities
- D. By limiting financing to hardware only

Answer: B

NEW QUESTION # 66

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