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HPE GreenLake Solutions Sample Questions (Q20-Q25):

NEW QUESTION # 20

What responsibilities do HPE Partners have in the sales process?

(Select two.)

Response:

- A. Offering financial services independently
- B. Setting customer expectations during the proposal stage
- C. Aligning customer goals with GreenLake solutions
- D. Providing technical support for GreenLake deployments

Answer: B,C

NEW QUESTION # 21

What elements are typically included in a GreenLake SOW?
(Select two.)

Response:

- A. Defined deliverables
- B. Static configurations for all workloads
- C. Roles and responsibilities of all parties
- D. Standardized pricing models

Answer: A,C

NEW QUESTION # 22

A customer has high variability in workload demands and seeks pay-per-use IT solutions. What GreenLake feature should you highlight?

Response:

- A. Fixed infrastructure costs
- B. Consumption-based pricing
- C. Limited cloud integration
- D. Static workload scalability

Answer: B

NEW QUESTION # 23

What makes the HPE GreenLake sales process unique?
(Select two.)

Response:

- A. Limitation to on-premises deployments only
- B. Static pricing models for all customers
- C. Customization of solutions based on customer needs
- D. Collaboration between HPE, partners, and HPEFS

Answer: C,D

NEW QUESTION # 24

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

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

Answer: A

NEW QUESTION # 25

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