HP
HPE2-B07
HPE GreenLake Solutions

Questions And Answers PDF Format:

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Version = Product

Latest Version: 6.0

Question: 1

What does the FAST process focus on during the GreenLake proposal stage?
Response:

A. Aligning HPE services with the customer's desired outcomes
B. Automating deployment of pre-configured workloads
C. Limiting GreenLake solutions to on-premises infrastructure
D. Avoiding scalability discussions during the proposal

Answer: A

Question: 2

Why is registering a deal important in the GreenLake sales process?
Response:

A. To complete the technical configuration
B. To establish pricing based on customer requirements
C. To secure exclusivity for the partner and customer
D. To enforce pre-defined solution configurations

Answer: C

Question: 3

Which step is essential for successfully delivering an HPE GreenLake solution?
Response:

A. Registering the opportunity with HPE
B. Aligning delivery with the customer's expectations and agreed SOW
C. Standardizing GreenLake configurations for all customers
D. Avoiding discussions on scalability

Answer: B

Question: 4

A GreenLake opportunity involves dynamic workloads and SaaS deployment. What tools should the HPE Partner use to validate the opportunity?

Response:

A. HPE Reference Architectures
B. HPE Mapbook
C. HPE Nimble Storage Dashboard
D. VMware vSphere

Answer: B

Question: 5

How does HPEFS enhance customer experience?
(Select two.)
Response:

A. Flexible financing options
B. Static pricing models
C. Customized payment terms
D. Dependency on upfront investments

Answer: A,C

Question: 6

What are key considerations for ordering GreenLake solutions?
(Select two.)
Response:

A. Documenting customer-specific requirements
B. Standardizing order configurations for all customers
C. Collaborating with HPE delivery teams
D. Avoiding scalability requests during ordering

Answer: A,C

Question: 7

A customer's workload requires SaaS solutions with predictable operational expenses. What tool should be used for quoting?

Response:

A. ASQ
B. HPE Mapbook
C. Flexible Quote Process
D. Integrated Quoting Process

Answer: A

Question: 8

How does the Mapbook support the GreenLake sales process?
(Select two.)
Response:

A. Identifies customer-specific solutions
B. Provides end-to-end infrastructure deployment
C. Aligns GreenLake offerings with customer use cases
D. Automates workload migration

Answer: A,C

Question: 9

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

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

Answer: B

Question: 10

In a typical HPE GreenLake contract, which parties are involved?
Response:

A. Customer, HPE Partner, and HPE Financial Services
B. Customer and hardware supplier only
C. HPE Partner and software vendor only

D. HPE Financial Services and IT administrator

Answer: A