

# HP

## HPE2-B07

### HPE GreenLake Solutions

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# Latest Version: 6.0

## Question: 1

What is the role of an HPE Partner in setting customer expectations during the proposal process?  
Response:

- A. Enforcing fixed configurations for all GreenLake solutions
- B. Aligning proposed solutions with customer goals and outcomes
- C. Avoiding collaboration with HPE Financial Services
- D. Standardizing all GreenLake solutions across industries

**Answer: B**

## Question: 2

What best practices ensure successful GreenLake delivery?  
(Select two.)  
Response:

- A. Aligning with customer business objectives
- B. Avoiding scalability discussions
- C. Documenting customer requirements during ordering
- D. Standardizing configurations across industries

**Answer: A,C**

## Question: 3

Which element must be included in a change order for a GreenLake solution?  
Response:

- A. Details of the new requirements and associated costs
- B. Manual configuration changes only
- C. Exclusion of scalability options
- D. Avoidance of updated customer goals

**Answer: A**

### Question: 4

Why is it important to register a GreenLake opportunity?

(Select two.)

Response:

- A. Ensures exclusivity for the partner
- B. Simplifies solution deployment
- C. Allows access to HPE support resources
- D. Provides fixed configuration options

**Answer: A,C**

### Question: 5

What are key goals of the FAST process?

(Select two.)

Response:

- A. Aligning solutions with customer outcomes
- B. Standardizing GreenLake configurations
- C. Defining roles and responsibilities of stakeholders
- D. Avoiding public cloud integration

**Answer: A,C**

### Question: 6

When a customer requires changes to their GreenLake solution, what is the first step?

Response:

- A. Initiate a change order based on new requirements
- B. Reconfigure the solution independently
- C. Reject the requested changes
- D. Create a new GreenLake proposal

**Answer: A**

### Question: 7

What post-sales responsibilities do HPE Partners have?  
(Select two.)

Response:

- A. Providing ongoing support to customers
- B. Limiting discussions about future changes
- C. Ensuring delivery meets SOW specifications
- D. Avoiding post-sales scalability requests

**Answer: A,C**

### Question: 8

What tools are commonly used to design GreenLake solutions?  
(Select two.)

Response:

- A. HPE Mapbook
- B. ASQ
- C. VMware Tanzu
- D. HPE Nimble Storage Dashboard

**Answer: A,B**

### 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

A customer requires financial flexibility and customized payment terms for their GreenLake solution.  
Which HPE service meets this need?

Response:

- A. HPE Nimble Storage
- B. HPE GreenLake for Colocation
- C. HPE Financial Services
- D. HPE OneView

**Answer: C**

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