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Question 1

Question Type: MultipleChoice

is this a benefit of HPE GreenLake continuous Compliance?

Solution: The customer can drastically reduce the time for preparing for audits

Options:

A- Yes

B- No

Answer:

A

Question 2

Question Type: MultipleChoice

is this a reason to use a Start and End BOMs for a cloud services solution?

Solution: Your customer has an existing environment that needs to be salvaged or incorporated into an HPE GreenLake solution

Options:

A- Yes

B- No

Answer:

B

Question 3

Question Type: MultipleChoice

is this an additional service you can add to an HPE GreenLake BOM?

Solution: HPE Complete Care

Options:

A- Yes

B- No

Answer:

A

Question 4

Question Type: MultipleChoice

is this an additional service you can add to an HPE GreenLake BOM?

Solution: Software-defined Opportunity Engine

Options:

A- Yes

B- No

Answer:

A

Question 5

Question Type: MultipleChoice

is this a way mat you can use the GreenLake Quick Quote (GLQQ) tool?

Solution: To obtain binding pricing for a Swift sales program solution.

Options:

A- Yes

B- No

Answer:

B

Question 6

Question Type: MultipleChoice

You recommend HPE GreenLake Management services (GMS) to a customer, but the customer wonders if these services are really necessary.

Is this something you should explain?

Solution: GMS will help it spend much less time on routine tasks and more time on strategic activities

Options:

A- Yes

B- No

Answer:

A

Question 7

Question Type: MultipleChoice

You recommend HPE GreenLake Management services (GMS) to a customer, but the customer wonders if these services are really necessary.

Is this something you should explain?

Solution: GMS helps the customer predict future spending to eliminate surprises

Options:

A- Yes

B- No

Answer:

A

Question 8

Question Type: MultipleChoice

Does this correctly describe the HPE consumption Analytics Portal (CAP)?

Solution: It is provided with all HPE Greenlake deployments.

Options:

A- Yes

B- No

Answer:

A

Question 9

Question Type: MultipleChoice

Does this correctly describe the HPE consumption Analytics Portal (CAP)?

Solution: it helps customers troubleshoot workload or application issues.

Options:

A- Yes

B- No

Answer:

B

Question 10

Question Type: MultipleChoice

You are designing an HPE GreenLaKe solution

is this a best practice to accommodate a customer's future needs?

Solution: Use the GreenLaKe Quick Quote Tool to assess the customers current and future needs

Options:

A- Yes

B- No

Answer:

A

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