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Configuring HPE GreenLake Solutions Dumps

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QUESTION 1

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: health checks

- A. Yes
- B. No

Correct Answer: B

QUESTION 2

Does this information indicate the customer might be a good candidate for HPE GreenLake? Solution: A customer is slower to market compared to its main competitor.

- A. Yes
- B. No

Correct Answer: A

QUESTION 3

You are working with a customer who is considering solution offerings from different vendors.

Is this an appropriate statement to differentiate HPE GreenLake from a consumption model offering from another vendor?

Solution: HPE GreenLake offers increased cost savings when compared to dollar amount per unit.

- A. Yes
- B. No

Correct Answer: A

QUESTION 4

You are discussing the financial benefits of an HPE GreenLake solution to a customer.

Is this a benefit that you should explain?

Solution: HPE GreenLake solutions run proprietary HPE software on HPE infrastructure, eliminating software licensing costs.

- A. Yes



B. No

Correct Answer: B

QUESTION 5

You proposed an HPE GreenLake solution to a customer and the customer is concerned about being locked into HPE.

Is this an appropriate response to the customer's concern?

Solution: Explain that HPE GreenLake solutions are delivered by a variety of cloud providers on the backend, which keeps customer options open.

A. Yes

B. No

Correct Answer: B

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