Vendor: HP

Exam Code: HPE2-B07

Exam Name: HPE GreenLake Solutions

Version: DEMO

QUESTION 1
A customer needs a tailored on-premises configuration that can absorb unpredictable seasonal growth without a new purchase cycle. Which HPE GreenLake option best fits?

A. HPE GreenLake SaaS subscription
B. HPE GreenLake Flex Solutions
C. A traditional CapEx purchase with extended warranty
D. Public cloud burst capacity only

Answer: B
Explanation:
Flex Solutions are custom-configured, consumption-based solutions installed with buffer capacity beyond the committed level, so the customer can scale on demand and pay for what is used.

QUESTION 2
Which characteristic distinguishes HPE GreenLake SaaS offerings from HPE GreenLake Flex Solutions?

A. They are always deployed with buffer capacity on site
B. They are consumed as cloud-delivered services on a subscription basis, typically per unit or per device
C. They require an HPE-managed colocation contract
D. They can only be sold directly by HPE

Answer: B
Explanation:
SaaS offerings are subscription services priced on units such as devices, terabytes, or instances, rather than metered on-premises infrastructure installed with buffer capacity.

QUESTION 3
What is the primary value of the HPE GreenLake edge-to-cloud platform for a customer running distributed IT?

A. It removes the need for any on-premises hardware
B. It provides a single control plane for devices, subscriptions, users, and consumption across locations
C. It eliminates the need for a statement of work
D. It converts all workloads into public cloud instances

Answer: B
Explanation:
The platform delivers a unified console and workspace model that gives visibility and control over devices, services, subscriptions, and usage across edge, colocation, and data center sites.

QUESTION 4
A customer wants HPE GreenLake but has no remaining data center power, cooling, or floor space and does not want to build a facility. What should the partner propose?

A. Moving the workload to a public cloud provider
B. Including colocation as part of the HPE GreenLake solution

C. Reducing the solution to SaaS only
D. Delaying the opportunity until the customer expands its facility

Answer: B
Explanation:
HPE GreenLake supports colocation, so the infrastructure can be hosted in a provider facility while the customer consumes the service, removing facility constraints as a blocker.

QUESTION 5
How can an HPE partner add its own value to an HPE GreenLake solution? (Select two.)

A. By reselling HPE metering software under its own brand
B. By delivering its own managed, migration, or advisory services alongside the HPE GreenLake service
C. By modifying the HPE GreenLake platform source code
D. By attaching HPE services such as advisory and professional services to the deal
E. By setting HPE's internal cost for the underlying hardware

Answer: BD
Explanation:
Partners can wrap their own value-added services around the solution and can also attach HPE services to the deal; they do not modify platform code or control HPE internal costs.

QUESTION 6
A customer wants to fund its move to an as-a-service model using value from its existing owned equipment. Which HPE capability addresses this?

A. HPE Financial Services asset upcycling and buyback
B. HPE Tech Care Service
C. HPE GreenLake Quick Quote
D. HPE Complete Care Service

Answer: A
Explanation:
HPE Financial Services can appraise, buy back, and upcycle existing assets and apply that value toward the customer's transition to HPE GreenLake.

QUESTION 7
Which customer requirement most clearly points to an HPE GreenLake IaaS private cloud solution rather than a SaaS subscription?

A. Cloud-based management of existing switches
B. Self-service provisioning of VMs, containers, and bare metal on dedicated infrastructure
C. A per-device backup subscription
D. An online license portal

Answer: B
Explanation:
HPE GreenLake IaaS and private cloud offerings deliver self-service compute in VM, container, and bare-metal form on dedicated infrastructure with cloud-like operations.

QUESTION 8
Which roles are typically part of an HPE GreenLake sales team on a partner-led opportunity? (Select two.)

A. HPE GreenLake solution architect or presales specialist
B. The customer's external auditor
C. An HPE Financial Services representative
D. An HPE manufacturing operations manager

Answer: AC
Explanation:
A GreenLake opportunity team usually combines the partner account and presales roles with an HPE GreenLake specialist or solution architect and HPEFS for the financial structure.

QUESTION 9
What is the partner's core responsibility during the HPE GreenLake sales process?

A. Setting HPE internal transfer pricing
B. Owning the customer relationship, gathering requirements, and driving qualification and the proposal
C. Performing the on-site installation of the metered infrastructure
D. Operating the metering and billing engine

Answer: B
Explanation:
The partner owns the customer relationship and the sales motion, while HPE provides delivery, metering, and billing for the service itself.

QUESTION 10
When should HPE Financial Services be engaged in a GreenLake opportunity?

A. Only after the SOW is signed
B. Early in the sales cycle, while the financial structure and funding approach can still be shaped
C. Only if the customer rejects the first quote
D. Only during the change order process

Answer: B
Explanation:
Early HPEFS engagement allows payment structures, buyback, and transition funding to be built into the deal while it is still being shaped.

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