

HPE GreenLake Solutions

Exam description

This exam tests a candidate's understanding of:

- Available HPE GreenLake opportunities.
- Appropriate HPE GreenLake customers.
- How to size, design, quote, and propose HPE GreenLake solutions.
- Ways to identify and utilize the quoting and proposal tools specific to HPE GreenLake.
- How to close the deal and manage change orders after the sale.

Ideal candidate for this exam

Typical candidates for this exam are HPE channel partners in a presales role.

Exam contents

This exam has 60 questions.

Advice to help you take this exam

- Complete the training and review all course materials and documents before you take the exam.
- Exam items are based on expected knowledge acquired from job experience, an expected level of industry standard knowledge, or other prerequisites (events, supplemental materials, etc.).
- Successful completion of the course or study materials alone, does not ensure you will pass the exam.

Objectives

This exam validates that you can:

Exam ID	HPE2-B07
Exam type	Web based
Exam duration	1 hour 30 minutes
Exam length	60 questions
Passing score	70%
Delivery languages	English

Register for this Exam

You need an HPE Learner ID and a Pearson VUE login and password.

No reference material is allowed at the testing site. This exam may contain beta test items for experimental purposes.

Percentage of Exam	Sections/Objectives
12%	1. Identify and describe the options for HPE GreenLake solutions 1.1 Demonstrate an understanding of the HPE GreenLake portfolio (Flex Solutions, SaaS, IaaS, Edge-to-Cloud platform, and colocation) 1.1.1 Identify specific use cases for the different offerings within the portfolio 1.1.2 Describe available HPE GreenLake offerings and benefits 1.2 Explain how HPE Partners can include their own and HPE Services as part of HPE GreenLake solutions 1.3 Identify customers' financial services requirements
8%	2. Explain the HPE GreenLake sales process 2.1 Explain how your HPE Partner organization and HPE work together to complete a sale 2.1.1 Given a customer scenario, describe best practices for partnering with HPE and HPEFS to fulfill customer goals and objectives 2.1.2 Identify your responsibilities as an HPE Partner in the HPE GreenLake sales process 2.1.3 Describe the composition of an HPE GreenLake sales team
15%	3. Validate and qualify the HPE GreenLake opportunity 3.1 Identify an HPE GreenLake opportunity and recognize characteristics of a good HPE GreenLake candidate 3.2 Use the mapbook to identify a HPE GreenLake solution that meets a customer's use case 3.3 Use the mapbook to identify the correct process for configuring and quoting an HPE GreenLake solution 3.4 Understand how they register an HPE GreenLake deal
33%	4. Design an HPE GreenLake solutions 4.1 Use ASQ to quote HPE GreenLake SaaS solutions 4.2 Use the Integrated Quoting process for HPE GreenLake solutions 4.3 Use the Flexible Quote process for HPE GreenLake solutions 4.4 Explain what make HPE GreenLake sizing different from traditional sizing 4.5 Identify resources to help you design HPE GreenLake solutions
15%	5. Propose HPE GreenLake Solutions 5.1 Describe the proposal process, including partner role in setting customer expectations 5.2 Make the business case for an HPE GreenLake solution using the appropriate tools 5.3 Describe the process of creating and signing SOWs 5.3.1 Understand which parties enter into contracts with each other 5.3.2 Describe the FAST process
17%	6. Deliver the HPE GreenLake Solutions and manage changes 6.1 Describe HPE versus HPE partner roles in the HPE GreenLake solution delivery 6.1.1 Describe the partner role in setting expectations for the post sales process 6.1.2 Explain the requirements for ordering an HPE GreenLake solution 6.2 Complete change orders based on customer requirements

For more information

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