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**HP**

# HPE0-P27

*Configuring HPE GreenLake Solutions*



### **Question: 43**

You are helping guide your customer through the HPE GreenLake delivery process. The customer wants to start using their new GreenLake solution as quickly as possible

is this a factor that can increase the the amount of time before services will be up and running?

Solution: The customer did not agree to billing for a panel montn in the SOW.

- A. Yes
- B. No

### **Answer: A**

### **Question: 44**

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

### **Answer: B**

### **Question: 45**

is this an example of a unit of measure mal is metered by HPE for usage each month?

Solution: Core

- A. Yes
- B. No

### **Answer: A**

### **Question: 46**

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.

- A. Yes
- B. No

**Answer: B**

**Question: 47**

Is this a reason for partners to sell HPE GreenLake solutions rather than traditional HPE solutions?

Solution: to bypass the traditional channel and distributors.

- A. Yes
- B. No

**Answer: B**

**Question: 48**

is this a task mat the partner is responsible for during the change order process?

Solution: Identify growth need

- A. Yes
- B. No

**Answer: A**

**Question: 49**

You determined that your customer has a 90 percent asset utilization rate.

Is this an appropriate way to explain how HPE GreenLake can reduce time to value?

Solution: HPE Financial Services IT Asset LifeCycle Solutions allow companies to get value from their legacy systems.

- A. Yes
- B. No

**Answer: A**

Explanation:

Reference: [https://www.hpe.com/emea\\_europe/en/services/asset-lifecycle.html](https://www.hpe.com/emea_europe/en/services/asset-lifecycle.html)

**Question: 50**

Is this a reason to create a custom HPE GreenLake solution as opposed to using the HPE GreenLake Quick Quote tool?

Solution: The customer is a mid-sized company

- A. Yes
- B. No

**Answer: B**

### **Question: 51**

is this task the Partners responsibility when setting up metering for the customer?

Solution: Provide training and logins to the customer for HPE GreenLaKe Central and the HPE GreenLake Billing Manager.

- A. Yes
- B. No

**Answer: A**

### **Question: 52**

is this a benefit of the GreenLake continuous Compliance?

Solution: The customer reduces the burden on IT staff by using GreenLake to check firmware and deploy required patches.

- A. Yes
- B. No

**Answer: A**

### **Question: 53**

is this a reason to position a Swift sales program solution for a customer?

Solution: The customer is looking for a fast turnaround when acquiring several Nimble arrays.

- A. Yes
- B. No

**Answer: A**

### **Question: 54**

is this a way that customers benefit from HPE GreenLake for Storage solutions?

Solution: Customers get faster return on investment using software-defined storage (SDS) based on HPE Apollo.

- A. Yes
- B. No

**Answer: B**

**Question: 55**

You are designing a custom HPE GreenLake solution and have created solution BOMs.

Is this the next step in the process?

Solution: Submit the BOMs and other supporting material to the assigned HPE Deal Owner.

- A. Yes
- B. No

**Answer: A**

**Question: 56**

is this a customer who would be a better fit for another HPE solution instead of HPE GreenLake?

Solution: The customer needs to rapidly meet unforeseen changes in IT demand.

- A. Yes
- B. No

**Answer: A**

**Question: 57**

Can customers use HPE GreenLake to achieve this business goal?

Solution: Free IT resources to focus on innovation.

- A. Yes
- B. No

**Answer: A**

Explanation:

Reference: [https://www.hpe.com/emea\\_europe/en/services/remote-infrastructure-monitoring.html](https://www.hpe.com/emea_europe/en/services/remote-infrastructure-monitoring.html)

**Question: 58**

is this when to use the Solution Assessment Foundry (SAF)?

Solution: To create legal quotes

- A. Yes
- B. No

**Answer: B**

**Question: 59**

is this a way that customers benefit from HPE GreenLake for Storage solutions?

Solution: Customers can Keep their data on-prem. but still enjoy cloud-like pay-per-use spending

A. Yes

B. No

**Answer: A**

**Question: 60**

Does this business goal align with the value of an HPE GreenLake solution?

Solution: preserve capital with a different consumption model.

A. Yes

B. No

**Answer: A**

Explanation:

Reference: <https://cdw-prod.adobecqms.net/content/dam/cdw/on-domain-cdw/brands/hewlett-packard-enterprise/hpe-greenlake-flex-capacity-brochure.pdf>



# SAMPLE QUESTIONS

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