



# HPE0-P26<sup>Q&As</sup>

Configuring HPE GreenLake Solutions Dumps

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#### QUESTION 1

Is this information you should gather and provide to HPE to qualify a customer for HPE GreenLake? Solution: How many months it takes from concept to production to provision infrastructure.

- A. Yes
- B. No

Correct Answer: A

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#### QUESTION 2

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process?

Solution: An HPEFS representative can present all other Financial Services offerings that partners are not qualified to sell.

- A. Yes
- B. No

Correct Answer: A

Reference: <https://www.viadex.com/wp-content/uploads/2018/11/HPE-Covid-19-Commercial-offer-1.pdf>

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#### QUESTION 3

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: backup and restore services

- A. Yes
- B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/insights/articles/less-grunt-work-more-innovation-how-it-can-be-a-more-strategic-business-partner-1810.html>

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#### QUESTION 4

A customer has an HPE GreenLake virtualization solution based on HPE SimpliVity, deployed at the main data center.

Is this a solution change for which you can submit an HPE GreenLake Capacity Increase Change Order?

Solution: In anticipation of a new project, the customer wants to increase capacity at the same site, even though utilization is currently under 90 percent.



A. Yes

B. No

Correct Answer: A

Reference: <https://www.hpe.com/us/en/greenlake/virtual-machines.html>

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#### QUESTION 5

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

Is this the next step in the process?

Solution: Apply discounts to the line pricing in the BOMs.

A. Yes

B. No

Correct Answer: B

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