



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

Configuring HPE GreenLake Solutions Dumps

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#### QUESTION 1

Is this an appropriate use case for HPE GreenLake?

Solution: A CEO is unsure if the company is receiving real value from its IT budget.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 2

Your customer is interested in HPE GreenLake solutions, but would like assistance with operating the solution and performing tasks such as monitoring, design, patching, and troubleshooting. You decide the customer is a good prospect for Adaptive Management Services (AMS).

Is this something you should explain to the customer?

Solution: HPE operates and administers the HPE hardware components, while customers must operate and administer middleware and applications.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 3

Is this an appropriate use case for HPE GreenLake?

Solution: A customer wants to improve the company's ability to forecast the IT capacity it will need.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 4

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: Reassure the customer that HPE GreenLake solutions can include third-party products.

A. Yes

B. No

Correct Answer: A

Reference: <https://searchconvergedinfrastructure.techtarget.com/feature/What-is-HPE-GreenLake-andhow-does-it-work>

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#### QUESTION 5

Is an HPE partner responsible for completing this task in the HPE GreenLake sales process?

Solution: Ensure customer agreement to a multi-year term of at least three years for the HPE GreenLake services.

A. Yes

B. No

Correct Answer: B

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