



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

Configuring HPE GreenLake Solutions Dumps

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### QUESTION 1

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 enable customers to lease HPE products at a 20 percent reduced price per unit.

A. Yes

B. No

Correct Answer: B

Reference: <https://mainline.com/HPE+GREENLAKE+will+Help+Businesses+Tackle+Financial+Challenges>

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### QUESTION 2

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

Correct Answer: A

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

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### QUESTION 3

Can customers use HPE GreenLake to achieve this business goal? Solution: Increase the time between hardware refreshes.

A. Yes

B. No

Correct Answer: B



Reference: [https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in\\_lit-psnow-red](https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in_lit-psnow-red)

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#### QUESTION 4

You are working on an HPE GreenLake deal.

Is this part of the HPE team with whom you will directly interact?

Solution: HPE Partner Business Manager.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 5

Is this a correct statement about discounts for HPE GreenLake solutions?

Solution: For large and highly competitive deals, the HPE GreenLake solution can use escalated pricing following usual processes.

A. Yes

B. No

Correct Answer: B

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