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Configuring HPE GreenLake Solutions

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QUESTION 1

Is this statement correct?

Solution: ROI is a commonly used calculation of net benefits for broadly comparing potential investments.

A. Yes

B. No

Correct Answer: A

Reference: https://www.autocont.cz/getmedia/841df7a7-1ba6-4ed6-9648-113c2fb55e05/HPE-GreenLake

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QUESTION 2

You recommend HPE GreenLake Management services (GMS) lo a customer, but the customer wonders

if these services are realty necessary.

Is this something you should explain?

Solution: GMS helps the customer predict future spending to eliminate surprises

A. Yes

B. No

Correct Answer: A

QUESTION 3

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

Is this the next step in the process?

Solution: Present your business case to the customer.

A. Yes

B. No

Correct Answer: A

QUESTION 4

Does HPE provide this to partners to help them build the business case and proposal for HPE GreenLake core solutions?

Solution: customer requirements list.

A. Yes

B. No

Correct Answer: B

Reference: https://www.hpe.com/us/en/newsroom/press-release/2020/11/hewlett-packard-enterpriseenhances-hpe-partner-ready-program-to-drive-as-a-service-and-smb-growth.html

QUESTION 5

You have determined your customer is a good fit for HPE GreenLake for Virtual Machines. What information should you gather from sizing and assessment tools to complete the quote using the GLQQ tool?

Solution: If the customers workloads fit Mission Critical or Business -critical needs

A. Yes

B. No

Correct Answer: A

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