



# HPE0-P27<sup>Q&As</sup>

Configuring HPE GreenLake Solutions

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#### QUESTION 1

A customer has some questions about the first invoice for an HPE GreenLake solution.

Is this information you should explain?

Solution: The invoice will include the committed capacity cost even before HPE has set up metering.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 2

Is this a reason to position HPE GreenLake cloud services for a customer?

Solution: The customer is seeking cloud services, but delivered in a colocation environment.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 3

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

Correct Answer: A

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#### QUESTION 4

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

Correct Answer: B

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#### QUESTION 5

Can HPE GreenLake help IT achieve this goal?

Solution: Adopt a consumption model with shorter procurement cycles.

A. Yes

B. No

Correct Answer: A

Reference: <https://assets.ext.hpe.com/is/content/hpedam/a50000669enw> (2)

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