



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Is this a required component of the SOW? Solution: Indicative pricing

- A. Yes
- B. No

Correct Answer: B

QUESTION 2

Is this a recommended way to create an end BOM for a custom HPE GreenLake solution? Solution: Include an Installation and Startup service.

- A. Yes
- B. No

Correct Answer: B

QUESTION 3

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

QUESTION 4

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: health checks

- A. Yes
- B. No

Correct Answer: B



QUESTION 5

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

Solution: You have scoped the deal at about US \$100K. and you want to act quickly to secure the deal.

A. Yes

B. No

Correct Answer: B

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