



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Can customers use HPE GreenLake to achieve this business goal? Solution: Free IT resources to focus on innovation.

A. Yes

B. No

Correct Answer: A

Reference: https://www.hpe.com/emea_europe/en/services/remote-infrastructure-monitoring.html

QUESTION 2

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

Solution: Excel Pricing template.

A. Yes

B. No

Correct Answer: A

QUESTION 3

Does this describe how you need to adjust typical practices when designing HPE GreenLake solutions rather than traditional IT solutions?

Solution: Size an HPE GreenLake solution, whether an HPE GreenLake Quick Quote solution or custom Start BOM, based on Day 1 requirements.

A. Yes

B. No

Correct Answer: B

QUESTION 4

Is this statement correct?

Solution: ROI is a calculation that uses the discount rate to account for the time value of money.

A. Yes



B. No

Correct Answer: B

QUESTION 5

You recommend HPE GreenLake Management services (GMS) to a customer, but the customer wonders if these services are really necessary.

Is this something you should explain?

Solution: GMS will help it spend much less time on routine tasks and more time on strategic activities

A. Yes

B. No

Correct Answer: A

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