



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Is this a benefit of HPE GreenLake continuous Compliance?

Solution: The customer can drastically reduce the time for preparing for audits

A. Yes

B. No

Correct Answer: A

QUESTION 2

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process? Solution: HPEFS needs to determine if the customer has qualified for financing.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.hpe.com/us/en/services/finance-services/hpefs-client-satisfaction.html>

QUESTION 3

Is this a best practice for making your proposal? Solution: Do not include any pricing in your proposal

A. Yes

B. No

Correct Answer: B

QUESTION 4

A customer purchased a custom HPE GreenLake solution last year. The customer tells you the company is starting a new pilot project and is concerned about running out of capacity. Current utilization peaks at around 88 percent, but is usually lower.

Is this part of the process that you should complete to meet the customer's changing needs?



Solution: Create a new Start BOM and End BOM for a new custom solution based on the new customer requirements.

A. Yes

B. No

Correct Answer: A

QUESTION 5

Is this a reason for partners to sell HPE GreenLake solutions rather than traditional HPE solutions? Solution: to create deeper connections with customers.

A. Yes

B. No

Correct Answer: A

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