



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

You determined that your customer has a 90 percent asset utilization rate.

Is this an appropriate way to explain how HPE GreenLake can reduce time to value? Solution: HPE GreenLake helps companies optimize the procurement cycle and align cost to usage.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.checkmark-it.com/partners/hewlett-packard-enterprise/hpe-greenlake>

QUESTION 2

You are a Tier 1 Partner using the HPE GreenLake Quick Quote (GLQQ) tool.

How would your pricing process change if you do not use a distributor?

Solution: Tier 1 Partners cannot use the GLOQ tool so you would need to use OCA.

A. Yes

B. No

Correct Answer: B

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

Does this correctly describe the HPE consumption Analytics Portal (CAP)? Solution: it helps customers troubleshoot workload or application issues.



A. Yes

B. No

Correct Answer: B

QUESTION 5

Can customers use HPE GreenLake to achieve this business goal? Solution: Increase the time between hardware refreshes.

A. Yes

B. No

Correct Answer: B

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