



# HPE0-P26<sup>Q&As</sup>

Configuring HPE GreenLake Solutions Dumps

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#### QUESTION 1

Is this an HPE Financial Service that can help customers fund new investments, such as in HPE GreenLake?

Solution: The Compute as a Service template is designed to support a single, specialized workload such as genomics.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 2

Is an HPE partner responsible for completing this task in the HPE GreenLake sales process?

Solution: Ensure customer agreement to a multi-year term of at least three years for the HPE GreenLake services.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 3

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

Solution: customer requirements list.

A. Yes

B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2020/11/hewlett-packard-enterpriseenhances-hpe-partner-ready-program-to-drive-as-a-service-and-smb-growth.html>

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#### QUESTION 4

Is this an appropriate use case for HPE GreenLake?

Solution: A customer wants to improve the company's ability to forecast the IT capacity it will need.

A. Yes

B. No



Correct Answer: A

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#### QUESTION 5

Is this a step in the Change Order Process?

Solution: The HPE partner sends the List Price BOM developed in Excel and UCID to the HPE Pointnext Services Deal Owner and HPE GreenLake Project Manager.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 6

A partner received a Partner SOW from a distributor.

Is this a way partners can alter the Partner SOW to prepare the Customer SOW?

Solution: Partners can include their margin uplift to the unit pricing.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 7

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

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#### QUESTION 8

Is this a recommended way to create a start BOM for a custom HPE GreenLake solution? Solution: Include HPE Proactive Care services.



A. Yes

B. No

Correct Answer: B

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#### QUESTION 9

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

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#### QUESTION 10

Is this statement true?

Solution: HPE GreenLake Quick Quote tool benefits outputs are calculated using the Forrester Consulting Total Economic Impact study.

A. Yes

B. No

Correct Answer: A

Reference: <https://tools.totaleconomicimpact.com/go/hpe/greenlake/index.html>

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#### QUESTION 11

Is this information you should gather and provide to HPE to qualify a customer for HPE GreenLake? Solution: How many months it takes from concept to production to provision infrastructure.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 12

Is this a correct statement about discounts for HPE GreenLake solutions? Solution: HPE applies significant discounts, which it determines internally.



A. Yes

B. No

Correct Answer: B

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### QUESTION 13

You proposed an HPE GreenLake solution to a customer and the customer is concerned about being locked into HPE.

Is this an appropriate response to the customer's concern?

Solution: Explain that customers can have an HPE GreenLake term set at just one year.

A. Yes

B. No

Correct Answer: B

Reference: [https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in\\_lit-psnow-red](https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in_lit-psnow-red)

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### QUESTION 14

Is this a step in the Change Order Process?

Solution: HPE Delivery or the HPE partner identifies a need for growth.

A. Yes

B. No

Correct Answer: A

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### QUESTION 15

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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