



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Is this something that must be done before order booking? Solution: Transition manager confirms site readiness

A. Yes

B. No

Correct Answer: A

QUESTION 2

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

QUESTION 3

Is this a correct statement about HPE GreenLake workload templates?

Solution: The Private Cloud template can be a good fit for customers using offerings such Microsoft Azure Stack.

A. Yes

B. No

Correct Answer: A

Reference: https://www.hpe.com/emea_europe/en/solutions/cloud/azure-hybrid-cloud.html

QUESTION 4

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>

QUESTION 5

For a custom solution, Is this when the partner and distributor add markup to the unit of consumption? Solution: After HPE creates units of consumption pricing and sends to the Distributor of Tier 1 Partner.

A. Yes

B. No

Correct Answer: A

QUESTION 6

Is this solution component included in all HPE GreenLake deals? Solution: Monitoring through Adaptive Management Services.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.uniquesolutionsit.com/services/hpe-greenlake-management-services/>

QUESTION 7

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 8

You are designing a custom HPE GreenLaKe solution and have created solution BOMs.

Is this the next step in the process?



Solution: Obtain the 1st price OCA files from the Distributor

A. Yes

B. No

Correct Answer: A

QUESTION 9

Is this how you should approach a customer who makes purchasing decisions using total cost of ownership (TCO)?

Solution: Calculate ROI without NPV because this customer does not care about present value.

A. Yes

B. No

Correct Answer: B

Reference: https://psnow.ext.hpe.com/doc/a00026222enw?jumpid=in_lit-psnow-red

QUESTION 10

You are working with a customer who is considering solution offerings from different vendors.

Is this an appropriate statement to differentiate HPE GreenLake from a consumption model offering from another vendor?

Solution: HPE GreenLake offers increased cost savings when compared to dollar amount per unit.

A. Yes

B. No

Correct Answer: A

QUESTION 11

Is this a way that you can use the GreenLake Quick Quote (GLQQ) tool? Solution: To obtain binding pricing for a Swift sales program solution.

A. Yes

B. No

Correct Answer: B



QUESTION 12

Does this correctly describe the HPE consumption Analytics Portal (CAP)? Solution: It is provided with all HPE Greenlake deployments.

A. Yes

B. No

Correct Answer: A

QUESTION 13

You have determined your customer is a good fit for HPE GreenLake for Virtual Machines. What information should you gather from sizing and assessment tools to complete the quote using the GLQQ tool?

Solution: If the customers workloads fit Mission Critical or Business -critical needs

A. Yes

B. No

Correct Answer: A

QUESTION 14

Is this a reason to create a custom HPE GreenLake solution as opposed to using the HPE GreenLake Quick Quote tool?

Solution: The customer wants to incorporate an existing environment into an HPE GreenLake solution.

A. Yes

B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/06/hpe-announces-plans-to-offerentire-portfolio-as-a-service-by-2022.html>

QUESTION 15

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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