



HPE0-P26^{Q&As}

Configuring HPE GreenLake Solutions Dumps

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QUESTION 1

Is this a service that HPE partners can deliver on behalf of HPE for HPE GreenLake solutions? Solution: HPE installation and Startup Services.

A. Yes

B. No

Correct Answer: B

QUESTION 2

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>

QUESTION 3

Does this information indicate the customer might be a good candidate for HPE GreenLake? Solution: A customer is slower to market compared to its main competitor.

A. Yes

B. No

Correct Answer: A

QUESTION 4

Is this a correct statement about discounts for HPE GreenLake solutions?

Solution: For large and highly competitive deals, the HPE GreenLake solution can use escalated pricing following usual processes.

A. Yes

B. No



Correct Answer: B

QUESTION 5

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

Is this the next step in the process?

Solution: Present your business case to the customer.

A. Yes

B. No

Correct Answer: A

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