



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

Configuring HPE GreenLake Solutions Dumps

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#### QUESTION 1

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

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#### QUESTION 2

An HPE partner is creating an HPE GreenLake SOW for the customer to sign.

Does this correctly describe the SOW pass-thru terms?

Solution: Partners can negotiate these terms with HPE.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 3

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 add their own logo.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 4

Does this challenge push customers to consumption-based IT?

Solution: The need to create strict guidelines for using AI-based applications on the company network.



A. Yes

B. No

Correct Answer: B

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#### QUESTION 5

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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