



# HPE0-P27<sup>Q&As</sup>

Configuring HPE GreenLake Solutions

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### QUESTION 1

You are designing an HPE GreenLaKe solution Is this a best practice to accommodate a customer's future needs?

Solution: Use the GreenLaKe Quick Quote Tool to assess the customers current and future needs

A. Yes

B. No

Correct Answer: A

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### QUESTION 2

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 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 include their margin uplift to the unit pricing.

A. Yes

B. No

Correct Answer: A

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### QUESTION 4

After assessing the customers data center using SAF, you determine that the virtual machine environment



Is more complicated than you thought.

How should you reach out to HPE to solve this challenge?

Solution: Contact your Deal Owner or Engagement manager and request a Solution Architect.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 5

Is this a reason to position a Swift sales program solution for a customer?

Solution: The customer is looking for a fast turnaround when acquiring several Nimble arrays.

A. Yes

B. No

Correct Answer: A

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