



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

Configuring HPE GreenLake Solutions

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### QUESTION 1

Is this an HPE GreenLake use case?

Solution: A manufacturer expects little growth over the next eight quarters due to increased competition from other companies.

A. Yes

B. No

Correct Answer: B

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### QUESTION 2

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

Is this the next step in the process?

Solution: Submit the BOMs and other supporting material to the assigned HPE Deal Owner.

A. Yes

B. No

Correct Answer: A

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### QUESTION 3

You recommend HPE GreenLake Management services (GMS) to a customer, but the customer wonders if these services are really necessary.

Is this something you should explain?

Solution: GMS helps the customer predict future spending to eliminate surprises

A. Yes

B. No

Correct Answer: A

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### 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

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#### QUESTION 5

Can customers use HPE GreenLake to achieve this business goal? Solution: Increase the time between hardware refreshes.

A. Yes

B. No

Correct Answer: B

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