



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

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 2

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process?

Solution: An HPEFS representative can present all other Financial Services offerings that partners are not qualified to sell.

- A. Yes
- B. No

Correct Answer: A

Reference: <https://www.viadex.com/wp-content/uploads/2018/11/HPE-Covid-19-Commercial-offer-1.pdf>

QUESTION 3

Is this a use case for recommending Right Mix Advisor (RMA) services to a customer? Solution: To help the customer choose between virtualization platforms

- A. Yes
- B. No

Correct Answer: A

QUESTION 4

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 5

During customer conversations, you determined that your customer is looking to save money on IT spend over a span of four-to-seven years

Is this something you could say during your proposal to align HPE GreenLake value with this customer's needs?

Solution: "HPE GreenLake eliminates lock-in with a solution that is inherently multi-cloud and multi-stack."

A. Yes

B. No

Correct Answer: A

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