



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

Configuring HPE GreenLake Solutions

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#### QUESTION 1

You determined that your customer has a 90 percent asset utilization rate.

Is this an appropriate way to explain how HPE GreenLake can reduce time to value?

Solution: HPE Financial Services IT Asset LifeCycle Solutions allow companies to get value from their legacy systems.

A. Yes

B. No

Correct Answer: A

Reference: [https://www.hpe.com/emea\\_europe/en/services/asset-lifecycle.html](https://www.hpe.com/emea_europe/en/services/asset-lifecycle.html)

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#### QUESTION 2

Is this a correct statement about HPE GreenLake workload templates?

Solution: The Private Cloud template can be a good fit for customers using offerings such Microsoft Azure Stack.

A. Yes

B. No

Correct Answer: A

Reference: [https://www.hpe.com/emea\\_europe/en/solutions/cloud/azure-hybrid-cloud.html](https://www.hpe.com/emea_europe/en/solutions/cloud/azure-hybrid-cloud.html)

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#### QUESTION 3

Is this task the Partners responsibility when setting up metering for the customer? Solution: Provide training and logins to the customer for HPE GreenLaKe Central and the HPE GreenLake Billing Manager.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 4

Is this person heavily involved In the implementation and delivery process that occurs after the formal solution Is approved?



Solution: The Distributor

A. Yes

B. No

Correct Answer: A

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#### QUESTION 5

You have determined that the Swift sales program is the correct delivery method for a customer's HPE GreenLake solution. Is this an option for quoting the solution?

Solution: Using HPE GreenLake Quick Quote (GIQQ)

A. Yes

B. No

Correct Answer: A

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