



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Is this a task mat the partner is responsible for during the change order process? Solution: Review BOM with HPE request formal Quote, and then send Quote to HPE

A. Yes

B. No

Correct Answer: A

QUESTION 2

Is this a feature or service that comes with a Swift sales program solution?

Solution: Installation of hardware and metering

A. Yes

B. No

Correct Answer: A

QUESTION 3

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process? Solution: HPEFS needs to determine if the customer has qualified for financing.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.hpe.com/us/en/services/finance-services/hpefs-client-satisfaction.html>

QUESTION 4

Is this a reason to position HPE GreenLake cloud services for a customer?

Solution: The customer is seeking cloud services, but delivered in a colocation environment.

A. Yes



B. No

Correct Answer: A

QUESTION 5

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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