



HPE0-P26^{Q&As}

Configuring HPE GreenLake Solutions Dumps

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QUESTION 1

Is this a reason to create a custom HPE GreenLake solution as opposed to using the HPE GreenLake Quick Quote tool?

Solution: The customer wants to incorporate an existing environment into an HPE GreenLake solution.

A. Yes

B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/06/hpe-announces-plans-to-offerentire-portfolio-as-a-service-by-2022.html>

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

QUESTION 3

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: backup and restore services

A. Yes

B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/insights/articles/less-grunt-work-more-innovation-how-it-can-be-amore-strategic-business-partner-1810.html>

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

Does HPE provide this to partners to help them build the business case and proposal for HPE GreenLake core solutions?

Solution: customer requirements list.

A. Yes

B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2020/11/hewlett-packard-enterpriseenhances-hpe-partner-ready-program-to-drive-as-a-service-and-smb-growth.html>

QUESTION 6

Is this an advantage of HPE GreenLake over traditional infrastructure? Solution: aligns cost with use.

A. Yes

B. No

Correct Answer: A

QUESTION 7

Is this a step in the Change Order Process?

Solution: HPE Delivery and the distributor create a growth BOM in OCA and send it to the HPE partner.

A. Yes

B. No

Correct Answer: B

QUESTION 8

You proposed an HPE GreenLake solution to a customer and the customer is concerned about being locked into HPE.



Is this an appropriate response to the customer's concern?

Solution: Explain that HPE GreenLake solutions are delivered by a variety of cloud providers on the backend, which keeps customer options open.

A. Yes

B. No

Correct Answer: B

QUESTION 9

A customer has some questions about the first invoice for an HPE GreenLake solution.

Is this information you should explain?

Solution: The monthly invoice includes billing for variable usage while committed capacity is billed on a quarterly basis.

A. Yes

B. No

Correct Answer: A

QUESTION 10

Is this a step in the Change Order Process?

Solution: The HPE partner sends the List Price BOM developed in Excel and UCID to the HPE Pointnext Services Deal Owner and HPE GreenLake Project Manager.

A. Yes

B. No

Correct Answer: A

QUESTION 11

Is this how HPE GreenLake can help customers achieve a desired business outcome? Solution: It provides insight into workload demands to optimize utilization.

A. Yes

B. No

Correct Answer: A



QUESTION 12

You are working on an HPE GreenLake deal.

Is this part of the HPE team with whom you will directly interact?

Solution: HPE Partner Business Manager.

A. Yes

B. No

Correct Answer: A

QUESTION 13

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

QUESTION 14

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

QUESTION 15

You recently lost some customers to competition.

How can selling HPE GreenLake solutions help make your business more competitive?

Solution: With HPE GreenLake, you can compete with commodity hardware on a price basis.



A. Yes

B. No

Correct Answer: B

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