



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

Configuring HPE GreenLake Solutions

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### QUESTION 1

You are designing an HPE GreenLaKe solution Is this a best practice to accommodate a customer's future needs?

Solution: Use the GreenLaKe Quick Quote Tool to assess the customers current and future needs

A. Yes

B. No

Correct Answer: A

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### QUESTION 2

Is this a best practice for making your proposal?

Solution: Focus on workloads and benefits instead of speeds and feeds

A. Yes

B. No

Correct Answer: A

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### QUESTION 3

Is this statement true?

Solution: HPE GreenLake Quick Quote Tool benefits outputs include financial time to market service. and ROI benefits

A. Yes

B. No

Correct Answer: A

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### QUESTION 4

Is this a step in the Change Order Process?

Solution: HPE Delivery or the HPE partner identifies a need for growth.

A. Yes



B. No

Correct Answer: A

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#### QUESTION 5

Is this something that must be done before order booking? Solution: partner and Distributor add markup.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 6

Is this an appropriate use case for HPE GreenLake?

Solution: A CEO is unsure if the company is receiving real value from its IT budget.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 7

Is this a benefit of HPE GreenLake continuous Compliance?

Solution: The customer can drastically reduce the time for preparing for audits

A. Yes

B. No

Correct Answer: A

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#### QUESTION 8

Is this a recommended way to create an end BOM for a custom HPE GreenLake solution? Solution: Include an Installation and Startup service.

A. Yes

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B. No

Correct Answer: B

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#### QUESTION 9

Can HPE GreenLake help IT achieve this goal?

Solution: Expand capacity to meet demands with greater accuracy.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.businesswire.com/news/home/20201102005548/en/Global-Biotech-FirmMacrogen-Selects-HPE-GreenLake-to-Accelerate-Genomic-Analysis-and-DNA-Sequencing>

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#### QUESTION 10

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: Reassure the customer that HPE GreenLake solutions can include third-party products.

A. Yes

B. No

Correct Answer: A

Reference: <https://searchconvergedinfrastructure.techtarget.com/feature/What-is-HPE-GreenLake-andhow-does-it-work>

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#### QUESTION 11

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 12

Does this correctly describe HPE GreenLake for VMs?

Solution: It can accommodate customers who want a Red Hat virtualization environment.

A. Yes

B. No

Correct Answer: A

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#### QUESTION 13

You are helping guide your customer through the HPE GreenLake delivery process.

Is this a factor that can push out the date when services will be up and running? Solution: The solution was quoted through the HPE GreenLake Quick Quote tool.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 14

Is this a required component of the SOW? Solution: Indicative pricing

A. Yes

B. No

Correct Answer: B

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#### QUESTION 15

A partner received a Partner SOW from a distributor.

Is this a way partners can alter the Partner SOW to prepare the Customer SOW?

Solution: Partners can include their margin uplift to the unit pricing.

A. Yes

B. No



Correct Answer: A

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