

HPE0-P26^{Q&As}

Configuring HPE GreenLake Solutions Dumps

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QUESTION 1

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 2

Can customers use HPE GreenLake to achieve this business goal? Solution: Increase the time between hardware refreshes.

- A. Yes
- B. No

Correct Answer: B

Reference: https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in_lit-psnow-red

QUESTION 3

Is this a reason for partners to sell HPE GreenLake solutions rather than traditional HPE solutions? Solution: to create deeper connections with customers.

- A. Yes
- B. No

Correct Answer: A

QUESTION 4

Your customer is interested in HPE GreenLake solutions, but would like assistance with operating the solution and performing tasks such as monitoring, design, patching, and troubleshooting. You decide the customer is a good prospect for Adaptive Management Services (AMS).

Is this something you should explain to the customer?

Solution: Support services and required with HPE GreenLake solutions, but HPE does not offer management or operation services.

- A. Yes

B. No

Correct Answer: B

QUESTION 5

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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