

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 discounts for HPE GreenLake solutions?

Solution: For large and highly competitive deals, the HPE GreenLake solution can use escalated pricing following usual processes.

A. Yes

B. No

Correct Answer: B

QUESTION 3

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

B. No

Correct Answer: B

QUESTION 4

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

QUESTION 5

You are working with a customer who is considering solution offerings from different vendors.

Is this an appropriate statement to differentiate HPE GreenLake from a consumption model offering from another vendor?

Solution: Competitive solutions typically offer metering per workload, while HPE GreenLake can offer metering based on day, device, and other factors.

A. Yes

B. No

Correct Answer: B

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