

HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Is this statement correct?

Solution: ROI is a commonly used calculation of net benefits for broadly comparing potential investments.

- A. Yes
- B. No

Correct Answer: A

Reference: <https://www.autocont.cz/getmedia/841df7a7-1ba6-4ed6-9648-113c2fb55e05/HPE-GreenLakeForrester.pdf>

QUESTION 2

Does this correctly describe the HPE consumption Analytics Portal (CAP)? Solution: It is provided with all HPE Greenlake deployments.

- A. Yes
- B. No

Correct Answer: A

QUESTION 3

Is me Partner Sales Representative primarily responsible for this task? Solution: Capacity monitoring

- A. Yes
- B. No

Correct Answer: A

QUESTION 4

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

- A. Yes
- B. No

Correct Answer: B

QUESTION 5

You have qualified a customer for the Swift sales program and entered the solution into the GLQQ tool Is this the next step in the sales process?

Solution: Complete the change order process to offer a complete HPE GreenLake solution

A. Yes

B. No

Correct Answer: B

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