HPE0-P27$^{Q\&As}$

Configuring HPE GreenLake Solutions

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QUESTION 1

Is this now you can add HPE GMS lo an HPE GLQQ Tool solution? Solution: Manually add GMS into the output proposal.

A. Yes

B. No

Correct Answer: A

QUESTION 2

Is this a reason to position HPE GreenLake cloud services for a customer?

Solution: The customer is seeking cloud services, but delivered in a colocation environment.

A. Yes

B. No

Correct Answer: A

QUESTION 3

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 4

Is this statement true?

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Solution: HPE GreenLake Quick Quote tool benefits outputs are more accurate than calculations from the Excel Business Case Tool.

A. Yes

B. No

Correct Answer: B

QUESTION 5

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

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