

HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

You are designing a custom HPE GreenLake solution and have created solution BOMs.

Is this the next step in the process?

Solution: Apply discounts to the line pricing in the BOMs.

A. Yes

B. No

Correct Answer: B

QUESTION 2

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: Explain that customers can have an HPE GreenLake term set at just one year.

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 way that HPE simplifies the HPE GreenLake sales process for partners?

Solution: The HPE Consumption Analytics Portal makes it easy for partners to register and track sales opportunities.

A. Yes

B. No

Correct Answer: B

QUESTION 4

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

QUESTION 5

For a custom solution, Is this when the partner and distributor add markup to the unit or consumption? Solution: Before Start and End BOMs are built.

A. Yes

B. No

Correct Answer: A

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