

HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Does this business goal align with the value of an HPE GreenLake solution? Solution: preserve capital with a different consumption model.

- A. Yes
- B. No

Correct Answer: A

Reference: <https://cdw-prod.adobecqms.net/content/dam/cdw/on-domain-cdw/brands/hewlett-packardenterprise/hpe-greenlake-flex-capacity-brochure.pdf>

QUESTION 2

You recommend HPE GreenLake Management services (GMS) to a customer, but the customer wonders if these services are really necessary.

Is this something you should explain?

Solution: GMS will help it spend much less time on routine tasks and more time on strategic activities

- A. Yes
- B. No

Correct Answer: A

QUESTION 3

Does this information indicate the customer might be a good candidate for HPE GreenLake? Solution: A customer is slower to market compared to its main competitor.

- A. Yes
- B. No

Correct Answer: A

QUESTION 4

Is this about the SOW Order Form output from the GLQQ tool? Solution: It is developed with Distributor approval

- A. Yes
- B. No

Correct Answer: A

QUESTION 5

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

Is this the next step in the process?

Solution: Sign a SOW with the customer for you to deliver the solution

A. Yes

B. No

Correct Answer: A

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