

# HPE0-P27<sup>Q&As</sup>

Configuring HPE GreenLake Solutions

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**QUESTION 1**

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process? Solution: HPEFS needs to determine if the customer has qualified for financing.

- A. Yes
- B. No

Correct Answer: A

Reference: <https://www.hpe.com/us/en/services/finance-services/hpefs-client-satisfaction.html>

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**QUESTION 2**

Does this correctly describe HPE GreenLake for VMs?

Solution: It can accommodate customers who want a Red Hat virtualization environment.

- A. Yes
- B. No

Correct Answer: A

**QUESTION 3**

Is this an appropriate use case for HPE GreenLake?

Solution: A customer wants to improve the company's ability to forecast the IT capacity it will need.

- A. Yes
- B. No

Correct Answer: A

**QUESTION 4**

Is this a benefit you can use a business case tool to show customers with a custom solution? Solution: Savings compared to Cisco's as-a-Service solution

- A. Yes
- B. No

Correct Answer: A

**QUESTION 5**

Is this a benefit of HPE GreenLake continuous Compliance?

Solution: The customer can drastically reduce the time for preparing for audits

A. Yes

B. No

Correct Answer: A

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