

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

Configuring HPE GreenLake Solutions

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**QUESTION 1**

You have qualified a customer for me Swift sales program and entered the solution into the GLQO tool.

Is this the next step in the sales process?

Solution: Work with the distributor to create an HPE GreenLake agreement?

A. Yes

B. No

Correct Answer: A

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**QUESTION 2**

Is this a customer who would be a better fit for another HPE solution instead of HPE GreenLake? Solution: The customer needs to rapidly meet unforeseen changes in IT demand.

A. Yes

B. No

Correct Answer: A

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**QUESTION 3**

You are working on an HPE GreenLake deal.

Is this part of the HPE team with whom you will directly interact? Solution: HPE Partner Business Manager.

A. Yes

B. No

Correct Answer: A

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**QUESTION 4**

Can HPE GreenLake help IT achieve this goal?

Solution: Adopt a consumption model with shorter procurement cycles.

A. Yes

B. No

Correct Answer: A

Reference: <https://assets.ext.hpe.com/is/content/hpedam/a50000669enw> (2)

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#### QUESTION 5

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 GreenLake helps companies optimize the procurement cycle and align cost to usage.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.checkmark-it.com/partners/hewlett-packard-enterprise/hpe-greenlake>

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