

HPE0-P26^{Q&As}

Configuring HPE GreenLake Solutions Dumps

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QUESTION 1

You are discussing the financial benefits of an HPE GreenLake solution to a customer.

Is this a benefit that you should explain?

Solution: HPE GreenLake solutions enable customers to lease HPE products at a 20 percent reduced price per unit.

A. Yes

B. No

Correct Answer: B

Reference: <https://mainline.com/HPE+GREENLAKE+will+Help+Businesses+Tackle+Financial+Challenges>

QUESTION 2

Is this statement true?

Solution: HPE GreenLake Quick Quote tool benefits outputs are calculated using the Forrester Consulting Total Economic Impact study.

A. Yes

B. No

Correct Answer: A

Reference: <https://tools.totaleconomicimpact.com/go/hpe/greenlake/index.html>

QUESTION 3

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: Reassure the customer that HPE GreenLake solutions can include third-party products.

A. Yes

B. No

Correct Answer: A

Reference: <https://searchconvergedinfrastructure.techtarget.com/feature/What-is-HPE-GreenLake-andhow-does-it-work>

QUESTION 4

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>

QUESTION 5

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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