

# HPE0-P26<sup>Q&As</sup>

Configuring HPE GreenLake Solutions Dumps

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## QUESTION 1

Is this statement correct?

Solution: The HPE GreenLake Chat Bot helps HPE Partners qualify opportunities.

A. Yes

B. No

Correct Answer: B

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## QUESTION 2

Is an HPE partner responsible for completing this task in the HPE GreenLake sales process?

Solution: Ensure customer agreement to a multi-year term of at least three years for the HPE GreenLake services.

A. Yes

B. No

Correct Answer: B

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## QUESTION 3

Is this a correct statement about discounts for HPE GreenLake solutions? Solution: HPE applies significant discounts, which it determines internally.

A. Yes

B. No

Correct Answer: B

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## QUESTION 4

Does HPE provide this to partners to help them build the business case and proposal for HPE GreenLake core solutions?

Solution: customer requirements list.

A. Yes

B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2020/11/hewlett-packard-enterpriseenhances-hpe->

partner-ready-program-to-drive-as-a-service-and-smb-growth.html

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## QUESTION 5

Is this a way to compare HPE GreenLake to traditional capital purchases to show the lower total cost of ownership with HPE GreenLake?

Solution: Explain that with traditional capital purchases, customers cannot respond to demand and risk losing revenue or must overprovision resources.

A. Yes

B. No

Correct Answer: B

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

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