

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

Configuring HPE GreenLake Solutions

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## QUESTION 1

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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## QUESTION 2

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

Is this the next step in the process?

Solution: Present your business case to the customer.

A. Yes

B. No

Correct Answer: A

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## QUESTION 3

Is this something that must be done before order booking? Solution: Transition manager confirms site readiness

A. Yes

B. No

Correct Answer: A

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## 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

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## QUESTION 5

You have qualified a customer for the Swift sales program and entered the solution into the GLQQ tool Is this the next step in the sales process?

Solution: Complete the change order process to offer a complete HPE GreenLake solution

A. Yes

B. No

Correct Answer: B

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