

HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Your customer is interested in HPE GreenLake solutions, but would like assistance with operating the solution and performing tasks such as monitoring, design, patching, and troubleshooting. You decide the customer is a good prospect for Adaptive Management Services (AMS).

Is this something you should explain to the customer?

Solution: Support services and required with HPE GreenLake solutions, but HPE does not offer management or operation services.

A. Yes

B. No

Correct Answer: B

QUESTION 2

Is this a best practice for making your proposal?

Solution: Focus on workloads and benefits instead of speeds and feeds

A. Yes

B. No

Correct Answer: A

QUESTION 3

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 4

Is this a service that HPE partners can deliver on behalf of HPE for HPE GreenLake solutions? Solution: HPE installation and Startup Services.

A. Yes

B. No

Correct Answer: B

QUESTION 5

Is this now you can add HPE GMS lo an HPE GLQQ Tool solution?

Solution: Select "GreenLake Management Services" under "Add-ons*" during the "select a plan" screen

A. Yes

B. No

Correct Answer: B

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