

HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

is this statement true?

Solution: You can promise customers they will see benefits from HPE GreenLake Quick Quote Tool benefits outputs.

- A. Yes
- B. No

Correct Answer: B

QUESTION 2

Is this a reason to create a custom HPE GreenLake solution as opposed to using the HPE GreenLake Quick Quote tool?

Solution: The customer wants to incorporate an existing environment into an HPE GreenLake solution.

- A. Yes
- B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/06/hpe-announces-plans-to-offerentire-portfolio-as-a-service-by-2022.html>

QUESTION 3

A customer purchased a custom HPE GreenLake solution last year. The customer tells you the company is starting a new pilot project and is concerned about running out of capacity. Current utilization peaks at around 88 percent, but is usually lower.

Is this part of the process that you should complete to meet the customer's changing needs?

Solution: Create a new Start BOM and End BOM for a new custom solution based on the new customer requirements.

- A. Yes
- B. No

Correct Answer: A

QUESTION 4

Is this now you can add HPE GMS to an HPE GLQQ Tool solution? Solution: Manually add GMS into the output proposal.

A. Yes

B. No

Correct Answer: A

QUESTION 5

Is this a reason to position a Swift sales program solution for a customer?

Solution: The customer is looking for a fast turnaround when acquiring several Nimble arrays.

A. Yes

B. No

Correct Answer: A

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