

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

Configuring HPE GreenLake Solutions

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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 this a step in the Change Order Process?

Solution: The HPE partner sends the List Price BOM developed in Excel and UCID to the HPE Pointnext Services Deal Owner and HPE GreenLake Project Manager.

A. Yes

B. No

Correct Answer: A

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## QUESTION 3

You are helping guide your customer through the HPE GreenLake delivery process. Is this a factor that can push out the date when services will be up and running? Solution: The customer did not agree to billing for a partial month in the SOW.

A. Yes

B. No

Correct Answer: A

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## QUESTION 4

Is this a reason to position HPE GreenLake cloud services for a customer?

Solution: You have scoped the deal at about US \$100K. and you want to act quickly to secure the deal.

A. Yes

B. No

Correct Answer: B

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## QUESTION 5

Is this a true statement about Excel Business Case tool outputs?

Solution: HPE GreenLake calculations are based on averages from large enterprise customers.

A. Yes

B. No

Correct Answer: B

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