

HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

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 2

You are helping guide your customer through the HPE GreenLake delivery process. The customer wants to start using their new GreenLake solution as quickly as possible

Is this a factor that can increase the the amount of time before services will be up and running?

Solution: The solution was quoted trough the HPE GreenLaKe Quick Quote tool.

A. Yes

B. No

Correct Answer: B

QUESTION 3

You are discussing your customers IT environment after qualifying the company for HPE GreenLake. The customer explains that IT has updated HPE server and storage equipment twice in the last three years Due to business growth and shifts in business practices, it needs to update again.

How should you approach this customer?

Solution: Mention HPE Green Lake Management Services to the customer and talk to an HPE GMS representative to discuss investment strategies with the customer.

A. Yes

B. No

Correct Answer: A

QUESTION 4

Is this a best practice for making your proposal? Solution: Do not include any pricing in your proposal

A. Yes

B. No

Correct Answer: B

QUESTION 5

Is this information you should gather and provide to HPE to qualify a customer for HPE GreenLake? Solution: How many months it takes from concept to production to provision infrastructure.

A. Yes

B. No

Correct Answer: A

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