

# HPE0-P26<sup>Q&As</sup>

Configuring HPE GreenLake Solutions Dumps

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## QUESTION 1

You are designing a custom HPE GreenLake solution for a customer who needs a virtual desktop infrastructure (VDI) platform.

Is this a guideline you should follow to determine the solution components to include?

Solution: Avoid mixing different families of HPE products, such as Synergy and Primera.

A. Yes

B. No

Correct Answer: B

Reference: [https://www.hpe.com/emea\\_europe/en/integrated-systems/synergy.html](https://www.hpe.com/emea_europe/en/integrated-systems/synergy.html)

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## QUESTION 2

Is this a correct statement about HPE GreenLake workload templates?

Solution: The Private Cloud template can be a good fit for customers using offerings such Microsoft Azure Stack.

A. Yes

B. No

Correct Answer: A

Reference: [https://www.hpe.com/emea\\_europe/en/solutions/cloud/azure-hybrid-cloud.html](https://www.hpe.com/emea_europe/en/solutions/cloud/azure-hybrid-cloud.html)

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## QUESTION 3

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: health checks

A. Yes

B. No

Correct Answer: B

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## QUESTION 4

You are discussing the financial benefits of an HPE GreenLake solution to a customer.

Is this a benefit that you should explain?

Solution: Companies can reduce upfront IT costs and align their IT spending with their utilization.

A. Yes

B. No

Correct Answer: A

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## QUESTION 5

Can HPE GreenLake help IT achieve this goal?

Solution: Expand capacity to meet demands with greater accuracy.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.businesswire.com/news/home/20201102005548/en/Global-Biotech-FirmMacrogen-Selects-HPE-GreenLake-to-Accelerate-Genomic-Analysis-and-DNA-Sequencing>

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## QUESTION 6

Is this an advantage of HPE GreenLake over traditional infrastructure? Solution: aligns cost with use.

A. Yes

B. No

Correct Answer: A

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## QUESTION 7

You are working with a customer who is considering solution offerings from different vendors.

Is this an appropriate statement to differentiate HPE GreenLake from a consumption model offering from another vendor?

Solution: Competitive solutions typically offer metering per workload, while HPE GreenLake can offer metering based on day, device, and other factors.

A. Yes

B. No

Correct Answer: B

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## QUESTION 8

Is this how you should approach a customer who makes purchasing decisions using total cost of ownership (TCO)?

Solution: Explain the consistent pricing of HPE GreenLake and the control it offers for Finance and Procurement to ensure IT is spending wisely.

A. Yes

B. No

Correct Answer: B

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## QUESTION 9

You are working on an HPE GreenLake deal.

Is this part of the HPE team with whom you will directly interact?

Solution: HPE Partner Business Manager.

A. Yes

B. No

Correct Answer: A

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## QUESTION 10

You determined that your customer has a 90 percent asset utilization rate.

Is this an appropriate way to explain how HPE GreenLake can reduce time to value?

Solution: HPE Financial Services IT Asset LifeCycle Solutions allow companies to get value from their legacy systems.

A. Yes

B. No

Correct Answer: A

Reference: [https://www.hpe.com/emea\\_europe/en/services/asset-lifecycle.html](https://www.hpe.com/emea_europe/en/services/asset-lifecycle.html)

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## QUESTION 11

Does this correctly describe service components of a custom HPE GreenLake solution? Solution: The solution includes installation services.

A. Yes

B. No

Correct Answer: A

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## QUESTION 12

Is this a recommended way to create an end BOM for a custom HPE GreenLake solution? Solution: Include an Installation and Startup service.

A. Yes

B. No

Correct Answer: B

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## QUESTION 13

Is this statement true?

Solution: HPE GreenLake Quick Quote tool benefits outputs are more accurate than calculations from the Excel Business Case Tool.

A. Yes

B. No

Correct Answer: B

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## QUESTION 14

Does HPE provide this to partners to help them build the business case and proposal for HPE GreenLake core solutions?

Solution: customer requirements list.

A. Yes

B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2020/11/hewlett-packard-enterpriseenhances-hpe-partner-ready-program-to-drive-as-a-service-and-smb-growth.html>

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## QUESTION 15

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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