

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

Configuring HPE GreenLake Solutions Dumps

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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: HPE operates and administers the HPE hardware components, while customers must operate and administer middleware and applications.

A. Yes

B. No

Correct Answer: B

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## QUESTION 2

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 are required with HPE GreenLake solutions, but HPE does not offer management or operation services.

A. Yes

B. No

Correct Answer: B

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## QUESTION 3

Is this a correct statement about discounts for HPE GreenLake solutions?

Solution: For large and highly competitive deals, the HPE GreenLake solution can use escalated pricing following usual processes.

A. Yes

B. No

Correct Answer: B

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## QUESTION 4

Is this an appropriate use case for HPE GreenLake?

Solution: A customer wants to improve the company's ability to forecast the IT capacity it will need.

A. Yes

B. No

Correct Answer: A

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**QUESTION 5**

A customer has an HPE GreenLake virtualization solution based on HPE SimpliVity, deployed at the main data center.

Is this a solution change for which you can submit an HPE GreenLake Capacity Increase Change Order?

Solution: In anticipation of a new project, the customer wants to increase capacity at the same site, even though utilization is currently under 90 percent.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.hpe.com/us/en/greenlake/virtual-machines.html>

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**QUESTION 6**

You are designing a custom HPE GreenLake solution and have created solution BOMs.

Is this the next step in the process?

Solution: Apply discounts to the line pricing in the BOMs.

A. Yes

B. No

Correct Answer: B

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**QUESTION 7**

You proposed an HPE GreenLake solution to a customer and the customer is concerned about being locked into HPE.

Is this an appropriate response to the customer's concern?

Solution: Explain that HPE GreenLake solutions are delivered by a variety of cloud providers on the backend, which keeps customer options open.

A. Yes

B. No

Correct Answer: B

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## QUESTION 8

Is this solution component included in all HPE GreenLake deals? Solution: Monitoring through Adaptive Management Services.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.uniquesolutionsit.com/services/hpe-greenlake-management-services/>

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## QUESTION 9

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 10

Is this statement true?

Solution: HPE GreenLake Quick Quote tool benefits outputs are calculated using the Forrester Consulting Total Economic Impact study.

A. Yes

B. No

Correct Answer: A

Reference: <https://tools.totaleconomicimpact.com/go/hpe/greenlake/index.html>

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## QUESTION 11

Can customers use HPE GreenLake to achieve this business goal? Solution: Free IT resources to focus on innovation.

A. Yes

B. No

Correct Answer: A

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

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## QUESTION 12

Is this statement correct?

Solution: ROI is a principle that states money today is worth more than the identical sum in the future.

A. Yes

B. No

Correct Answer: B

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## QUESTION 13

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

Solution: The customer is a mid-sized company

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: Excel Pricing template.

A. Yes

B. No

Correct Answer: A

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## QUESTION 15

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

Solution: Calculate ROI without NPV because this customer does not care about present value.

A. Yes

B. No

Correct Answer: B

Reference: [https://psnow.ext.hpe.com/doc/a00026222enw?jumpid=in\\_lit-psnow-red](https://psnow.ext.hpe.com/doc/a00026222enw?jumpid=in_lit-psnow-red)

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