

DUMPSQUEEN

Configuring HPE GreenLake Solutions

HP HPE0-P27

Version Demo

Total Demo Questions: 10

Total Premium Questions: 157

Buy Premium PDF

<https://dumpsqueen.com>

support@dumpsqueen.com

dumpsqueen.com

QUESTION NO: 1

Is this a recommended way to create a start BOM for a custom HPE GreenLake solution?

Solution: Include HPE Proactive Care services.

A. Yes

B. No

ANSWER: B

QUESTION NO: 2

Does this correctly describe service components of a custom HPE GreenLake solution?

Solution: The solution only includes HPE Pointnext services as partners are not allowed to add their own services.

A. Yes

B. No

ANSWER: B

QUESTION NO: 3

Does this correctly describe the HPE consumption Analytics Portal (CAP)?

Solution: it helps customers troubleshoot workload or application issues.

A. Yes

B. No

ANSWER: B

QUESTION NO: 4

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

A. Yes

B. No

ANSWER: B

QUESTION NO: 5

Is this an advantage of HPE GreenLake over traditional infrastructure?

Solution: aligns cost with use.

A. Yes

B. No

ANSWER: A

QUESTION NO: 6

is this a feature or service that comes with a Swift sales program solution?

Solution: Installation of hardware and metering

A. Yes

B. No

ANSWER: A

QUESTION NO: 7

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

ANSWER: A

Explanation:

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

QUESTION NO: 8

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

Solution: The customer is seeking cloud services, but delivered in a colocation environment.

A. Yes

B. No

ANSWER: A

QUESTION NO: 9

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

is this the next step in the process?

Solution: Sign a SOW with the customer for you to deliver the solution

A. Yes

B. No

ANSWER: A

QUESTION NO: 10

Is this a way that HPE simplifies the HPE GreenLake sales process for partners?

Solution: The HPE Consumption Analytics Portal makes it easy for partners to register and track sales opportunities.

A. Yes

B. No

ANSWER: B