

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

Configuring HPE GreenLake Solutions Dumps

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#### QUESTION 1

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

Is this a benefit that you should explain?

Solution: HPE GreenLake solutions enable customers to lease HPE products at a 20 percent reduced price per unit.

A. Yes

B. No

Correct Answer: B

Reference: <https://mainline.com/HPE+GREENLAKE+will+Help+Businesses+Tackle+Financial+Challenges>

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#### QUESTION 2

Is this an HPE GreenLake use case?

Solution: A manufacturer expects little growth over the next eight quarters due to increased competition from other companies.

A. Yes

B. No

Correct Answer: B

#### QUESTION 3

Is this a correct statement about discounts for HPE GreenLake solutions? Solution: HPE applies significant discounts, which it determines internally.

A. Yes

B. No

Correct Answer: B

#### QUESTION 4

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 GreenLake helps companies optimize the procurement cycle and align cost to usage.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.checkmark-it.com/partners/hewlett-packard-enterprise/hpe-greenlake>

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#### **QUESTION 5**

A partner received a Partner SOW from a distributor.

Is this a way partners can alter the Partner SOW to prepare the Customer SOW?

Solution: Partners can add their own logo.

A. Yes

B. No

Correct Answer: B

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#### **QUESTION 6**

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 7**

Does this describe how you need to adjust typical practices when designing HPE GreenLake solutions rather than traditional IT solutions?

Solution: Size an HPE GreenLake solution, whether an HPE GreenLake Quick Quote solution or custom Start BOM, based on Day 1 requirements.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 8

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 9

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 10

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process? Solution: HPEFS needs to determine if the customer has qualified for financing.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.hpe.com/us/en/services/finance-services/hpefs-client-satisfaction.html>

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#### QUESTION 11

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 12

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 customers can have an HPE GreenLake term set at just one year.

A. Yes

B. No

Correct Answer: B

Reference: [https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in\\_lit-psnow-red](https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in_lit-psnow-red)

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#### QUESTION 13

A customer purchased a custom HPE GreenLake solution last year. The customer tells you the company is starting a new pilot project and is concerned about running out of capacity. Current utilization peaks at around 88 percent, but is usually lower.

Is this part of the process that you should complete to meet the customer's changing needs?

Solution: Create a new Start BOM and End BOM for a new custom solution based on the new customer requirements.

A. Yes

B. No

Correct Answer: A

#### QUESTION 14

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 15**

An HPE partner is creating an HPE GreenLake SOW for the customer to sign.

Does this correctly describe the SOW pass-thru terms?

Solution: Partners can negotiate these terms with HPE.

A. Yes

B. No

Correct Answer: B

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