

HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

A customer has some questions about the first invoice for an HPE GreenLake solution.

Is this information you should explain?

Solution: The invoice will include the committed capacity cost even before HPE has set up metering.

A. Yes

B. No

Correct Answer: B

QUESTION 2

is this statement true?

Solution: You can promise customers they will see benefits from HPE GreenLake Quick Quote Tool benefits outputs.

A. Yes

B. No

Correct Answer: B

QUESTION 3

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/>

QUESTION 4

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

Correct Answer: A

QUESTION 5

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

Correct Answer: A

QUESTION 6

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

QUESTION 7

Is this a reason for partners to sell HPE GreenLake solutions rather than traditional HPE solutions? Solution: to create deeper connections with customers.

A. Yes

B. No

Correct Answer: A

QUESTION 8

Is this a reason to use a Start and End BOMs for a cloud services solution?

Solution: Your customer has an existing environment that needs to be salvaged or incorporated into an HPE GreenLake solution

A. Yes

B. No

Correct Answer: B

QUESTION 9

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>

QUESTION 10

You have just finished using the Storage Assessment Foundry (SAF) and NinjaSTARS. Is this a next step you could take depending on what information you gained from the tool?

Solution: Begin the Opportunity Review process.

A. Yes

B. No

Correct Answer: A

QUESTION 11

Is this statement correct?

Solution: ROI is a calculation that uses the discount rate to account for the time value of money.

A. Yes

B. No

Correct Answer: B

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 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

QUESTION 13

Is this a way to ensure that an HPE GreenLake solution aligns with a customer's present and future requirements?

Solution: Ensure the End BOM reflects the finalized solution design that the customer wants delivered on Day One

A. Yes

B. No

Correct Answer: A

QUESTION 14

Is this now you can add HPE GMS to an HPE GLQQ Tool solution? Solution: Manually add GMS into the output proposal.

A. Yes

B. No

Correct Answer: A

QUESTION 15

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

Correct Answer: B

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