

HP

Exam Questions HPE0-P26

Configuring HPE GreenLake Solutions



NEW QUESTION 1

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

Answer: B

NEW QUESTION 2

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

NEW QUESTION 3

Does this business goal align with the value of an HPE GreenLake solution? Solution: preserve capital with a different consumption model.

- A. Yes
- B. No

Answer: A

NEW QUESTION 4

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

Answer: B

NEW QUESTION 5

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 run proprietary HPE software on HPE infrastructure, eliminating software licensing costs.

- A. Yes
- B. No

Answer: B

NEW QUESTION 6

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

NEW QUESTION 7

Is this a step in the Change Order Process?

Solution: The HPE partner sends the List Price BOM developed in Excel and UCID to the HPE Pointnext Services Deal Owner and HPE GreenLake Project Manager.

- A. Yes
- B. No

Answer: A

NEW QUESTION 8

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

Answer: B

NEW QUESTION 9

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

- A. Yes
- B. No

Answer: A

NEW QUESTION 10

You are helping guide your customer through the HPE GreenLake delivery process.

Is this a factor that can push out the date when services will be up and running? Solution: The solution was quoted through the HPE GreenLake Quick Quote tool.

- A. Yes
- B. No

Answer: B

NEW QUESTION 10

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

Answer: B

NEW QUESTION 11

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

Answer: B

NEW QUESTION 14

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

- A. Yes
- B. No

Answer: B

NEW QUESTION 15

Is this statement correct?

Solution: The HPE GreenLake Chat Bot gives HPE Partners access to commonly requested HPE GreenLake sales resources.

- A. Yes
- B. No

Answer: A

NEW QUESTION 17

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

Answer: A

NEW QUESTION 21

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

NEW QUESTION 22

Is an HPE partner responsible for completing this task in the HPE GreenLake sales process?

Solution: Ensure customer agreement to a multi-year term of at least three years for the HPE GreenLake services.

- A. Yes
- B. No

Answer: B

NEW QUESTION 26

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