

# HP

## Exam Questions HPE0-P26

Configuring HPE GreenLake Solutions



#### NEW QUESTION 1

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

Solution: The customer wants to incorporate an existing environment into an HPE GreenLake solution.

- A. Yes
- B. No

**Answer: B**

#### NEW QUESTION 2

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

**Answer: B**

#### NEW QUESTION 3

Is this a service that HPE partners can deliver on behalf of HPE for HPE GreenLake solutions? Solution: HPE installation and Startup Services.

- A. Yes
- B. No

**Answer: B**

#### NEW QUESTION 4

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process? Solution: An HPEFS representative can present all other Financial Services offerings that partners are not qualified to sell.

- A. Yes
- B. No

**Answer: A**

#### NEW QUESTION 5

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

**Answer: B**

#### NEW QUESTION 6

Solution: A customer is slower to market compared to its main competitor.

- A. Yes
- B. No

**Answer: A**

#### NEW QUESTION 7

Can HPE GreenLake help IT achieve this goal?

Solution: Expand capacity to meet demands with greater accuracy.

- A. Yes
- B. No

**Answer: A**

#### NEW QUESTION 8

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

**Answer: A**

#### NEW QUESTION 9

Can customers use HPE GreenLake to achieve this business goal? Solution: Increase the time between hardware refreshes.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 10**

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 10**

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 11**

You are discussing financial and organizational goals with a customer.

Does this customer statement indicate that you can help the customer achieve these goals with HPE GreenLake?

Solution: "We do not plan to grow beyond 10 TB of storage in the next 5 years."

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 13**

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

**Answer:** B

**NEW QUESTION 16**

A customer has some questions about the first invoice for an HPE GreenLake solution. Is this information you should explain?

Solution: The monthly invoice includes billing for variable usage while committed capacity is billed on a quarterly basis.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 21**

Is this a correct statement about HPE GreenLake workload templates?

Solution: The SAP HANA template is designed for customers requiring high performance and low latency for data processing and analytics.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 22**

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

**Answer:** A

**NEW QUESTION 23**

Is this an appropriate use case for HPE GreenLake?

Solution: A CEO is unsure if the company is receiving real value from its IT budget.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 24**

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

**Answer:** B

**NEW QUESTION 25**

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 27**

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 32**

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

**Answer:** A

**NEW QUESTION 37**

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: Reassure the customer that HPE GreenLake solutions can include third-party products.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 38**

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 40**

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

**Answer:** B

**NEW QUESTION 44**

Is this how HPE GreenLake can help customers achieve a desired business outcome? Solution: It provides insight into workload demands to optimize utilization.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 47**

Is this a correct statement about HPE GreenLake workload templates?

Solution: The Private Cloud template can be a good fit for customers using offerings such Microsoft Azure Stack.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 50**

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

**NEW QUESTION 51**

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 54**

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 57**

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

**Answer:** A

**NEW QUESTION 61**

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 63**

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 67**

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

Solution: Explain the consistent pricing of HPE GreenLake and the control it offers for Finance and Procurement to ensure IT is spending wisely.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 70**

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

**Answer:** A

**NEW QUESTION 75**

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 76**

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