

HPE0-P26^{Q&As}

Configuring HPE GreenLake Solutions Dumps

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QUESTION 1

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

Correct Answer: A

Reference: <https://searchconvergedinfrastructure.techtarget.com/feature/What-is-HPE-GreenLake-andhow-does-it-work>

QUESTION 2

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

Correct Answer: A

QUESTION 3

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

Correct Answer: B

Reference: https://psnow.ext.hpe.com/doc/a00026222enw?jumpid=in_lit-psnow-red

QUESTION 4

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

Correct Answer: A

QUESTION 5

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: backup and restore services

A. Yes

B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/insights/articles/less-grunt-work-more-innovation-how-it-can-be-amore-strategic-business-partner-1810.html>

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