

HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

You are working with a customer who is considering solution offerings from different vendors.

Is this an appropriate statement to differentiate HPE GreenLake from a consumption model offering from another vendor?

Solution: Competitive solutions typically offer metering per workload, while HPE GreenLake can offer metering based on day, device, and other factors.

A. Yes

B. No

Correct Answer: B

QUESTION 2

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 include their margin uplift to the unit pricing.

A. Yes

B. No

Correct Answer: A

QUESTION 3

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

Correct Answer: A

QUESTION 4

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 5

For a custom solution, Is this when the partner and distributor add markup to the unit of consumption? Solution: After HPE creates units of consumption pricing and sends to the Distributor of Tier 1 Partner.

A. Yes

B. No

Correct Answer: A

QUESTION 6

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

Correct Answer: B

QUESTION 7

Is this a feature of the Solution sates Enablement Toolkit (SSET)? Solution: It uses Element APIs for full Life Cycle Operations.

A. Yes

B. No

Correct Answer: A

QUESTION 8

For a custom solution, Is this when the partner and distributor add markup to the unit or consumption? Solution: Before Start and End BOMs are built.

A. Yes

B. No

Correct Answer: A

QUESTION 9

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

Correct Answer: A

Reference: <https://www.viadex.com/wp-content/uploads/2018/11/HPE-Covid-19-Commercial-offer-1.pdf>

QUESTION 10

Is this a benefit you can use a business case tool to show customers with a custom solution? Solution: Savings compared to Cisco's as-a-Service solution

A. Yes

B. No

Correct Answer: A

QUESTION 11

Is this a best practice for making your proposal? Solution: Do not include any pricing in your proposal

A. Yes

B. No

Correct Answer: B

QUESTION 12

Is this about the SOW Order Form output from the GLQQ tool? Solution: It provides an explanation of assumptions and responsibilities.

A. Yes

B. No

Correct Answer: A

QUESTION 13

Is this person heavily involved In the implementation and delivery process that occurs after the formal solution Is approved?

Solution: The Distributor

A. Yes

B. No

Correct Answer: A

QUESTION 14

Does this information indicate the customer might be a good candidate for HPE GreenLake? Solution: A customer is slower to market compared to its main competitor.

A. Yes

B. No

Correct Answer: A

QUESTION 15

Is this when to use the Solution Assessment Foundry (SAF)? Solution: Discovery for storage customers

A. Yes

B. No

Correct Answer: A

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