

# DUMPS ARENA

## Configuring HPE GreenLake Solutions

HP HPE0-P26

Version Demo

Total Demo Questions: 10

Total Premium Questions: 81

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**QUESTION NO: 1**

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**

**Explanation:**

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**QUESTION NO: 2**

Does HPE provide this to partners to help them build the business case and proposal for HPE GreenLake core solutions?

Solution: customer requirements list.

A. Yes

B. No

**ANSWER: B**

**Explanation:**

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Reference: <https://www.hpe.com/us/en/newsroom/press-release/2020/11/hewlett-packard-enterprise-enhances-hpe-partner-ready-program-to-drive-as-a-service-and-smb-growth.html>

**QUESTION NO: 3**

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

**ANSWER: A**

**Explanation:**

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Reference: <https://www.hpe.com/us/en/greenlake/virtual-machines.html>

#### **QUESTION NO: 4**

Can customers use HPE GreenLake to achieve this business goal?

Solution: Increase the time between hardware refreshes.

**A.** Yes

**B.** No

**ANSWER: B**

**Explanation:**

:

Reference: [https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in\\_lit-psnow-red](https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in_lit-psnow-red)

#### **QUESTION NO: 5**

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**

**Explanation:**

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Reference: [https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in\\_lit-psnow-red](https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in_lit-psnow-red)

### **QUESTION NO: 6**

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**

**Explanation:**

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### **QUESTION NO: 7**

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**

**Explanation:**

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**QUESTION NO: 8**

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 add their own logo.

**A. Yes**

**B. No**

**ANSWER: B**

**Explanation:**

:

**QUESTION NO: 9**

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**

**ANSWER: A**

**Explanation:**

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**QUESTION NO: 10**

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: HPE operates and administers the HPE hardware components, while customers must operate and administer middleware and applications.

**A.** Yes

**B.** No

**ANSWER: B**

**Explanation:**

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