

DUMPS ARENA

Configuring HPE GreenLake Solutions

HP HPE0-P27

Version Demo

Total Demo Questions: 10

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QUESTION NO: 1

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**QUESTION NO: 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

ANSWER: A**QUESTION NO: 3**

is this something that must be done before order booking?

Solution: partner and Distributor add markup.

A. Yes

B. No

ANSWER: A**QUESTION NO: 4**

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

QUESTION NO: 5

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

QUESTION NO: 6

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

ANSWER: A

QUESTION NO: 7

is this a use case for recommending Right Mix Advisor (RMA) services to a customer?

Solution: To help the customer choose between virtualization platforms

A. Yes

B. No

ANSWER: A

QUESTION NO: 8

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

QUESTION NO: 9

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

QUESTION NO: 10

Does this correctly describe the HPE consumption Analytics Portal (CAP)?

Solution: it helps customers troubleshoot workload or application issues.

A. Yes

B. No

ANSWER: B