# Exam Questions HPE0-P26

Configuring HPE GreenLake Solutions

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**NEW QUESTION 1**
Can HPE GreenLake help IT achieve this goal?
Solution: Adopt a consumption model with shorter procurement cycles.

A. Yes
B. No

**Answer:** A

**NEW QUESTION 2**
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 3**
Solution: A customer is slower to market compared to its main competitor.

A. Yes
B. No

**Answer:** A

**NEW QUESTION 4**
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 5**
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 6**
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 7**
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 8**
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 9**
Is this solution component included in all HPE GreenLake deals? Solution: Monitoring through Adaptive Management Services.

A. Yes
B. No

**Answer:** A


**NEW QUESTION 10**
Is this information you should gather and provide to HPE to qualify a customer for HPE GreenLake? Solution: How many months it takes from concept to production to provision infrastructure.

A. Yes
B. No

**Answer:** A


**NEW QUESTION 10**
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


**NEW QUESTION 15**
You are discussing the financial benefits of an HPE GreenLake solution to a customer. Is this a benefit that you should explain?
Solution: Companies can reduce upfront IT costs and align their IT spending with their utilization.

A. Yes
B. No

**Answer:** A


**NEW QUESTION 20**
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 Financial Services IT Asset LifeCycle Solutions allow companies to get value from their legacy systems.

A. Yes
B. No

**Answer:** A


**NEW QUESTION 23**
You recently lost some customers to competition.
How can selling HPE GreenLake solutions help make your business more competitive? Solution: With HPE GreenLake, you can complete with commodity hardware on a price basis.

A. Yes
B. No

**Answer:** B


**NEW QUESTION 25**
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 27**
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 30**
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

**NEW QUESTION 32**
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 35**
Is this an HPE GreenLake use case?
Solution: A manufacturer expects little growth over the next eight quarters due to increased competition from other companies.

A. Yes
B. No

**Answer:** B

**NEW QUESTION 39**
You are working on an HPE GreenLake deal.
Is this part of the HPE team with whom you will directly interact? Solution: HPE Partner Business Manager.

A. Yes
B. No

**Answer:** A

**NEW QUESTION 44**
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 45**
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