

## Exam Questions HPE0-P26

Configuring HPE GreenLake Solutions

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#### NEW QUESTION 1

Is this a reason to create a custom HPE GreenLake solution as opposed to using the HPE GreenLake Quick Quote tool?

Solution: The customer wants to incorporate an existing environment into an HPE GreenLake solution.

- A. Yes
- B. No

**Answer: B**

#### NEW QUESTION 2

Does this describe how you need to adjust typical practices when designing HPE GreenLake solutions rather than traditional IT solutions?

Solution: Size an HPE GreenLake solution, whether an HPE GreenLake Quick Quote solution or custom Start BOM, based on Day 1 requirements.

- A. Yes
- B. No

**Answer: B**

#### NEW QUESTION 3

Does this challenge push customers to consumption-based IT?

Solution: The need to create strict guidelines for using AI-based applications on the company network.

- A. Yes
- B. No

**Answer: B**

#### NEW QUESTION 4

A customer has some questions about the first invoice for an HPE GreenLake solution. Is this information you should explain?

Solution: The invoice will include the committed capacity cost even before HPE has set up metering.

- A. Yes
- B. No

**Answer: B**

#### NEW QUESTION 5

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

**Answer: A**

#### NEW QUESTION 6

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

**Answer: B**

#### NEW QUESTION 7

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**

#### NEW QUESTION 8

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 9**

Does this business goal align with the value of an HPE GreenLake solution? Solution: preserve capital with a different consumption model.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 10**

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 10**

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 15**

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 20**

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

**NEW QUESTION 25**

Is this solution component included in all HPE GreenLake deals? Solution: Monitoring through Adaptive Management Services.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 29**

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 33**

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

Solution: Excel Pricing template.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 38**

Is this a service that HPE partners can deliver on behalf of HPE for HPE GreenLake solutions? Solution: HPE Cloud Consulting Services.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 41**

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 43**

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 46**

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 47**

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

**NEW QUESTION 50**

Is this a step in the Change Order Process?

Solution: HPE Delivery or the HPE partner identifies a need for growth.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 52**

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 54**

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 57**

Is an HPE partner responsible for completing this task in the HPE GreenLake sales process?

Solution: Ensure customer agreement to a multi-year term of at least three years for the HPE GreenLake services.

- A. Yes
- B. No

**Answer: B**

**NEW QUESTION 59**

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