



HPE0-P26^{Q&As}

Configuring HPE GreenLake Solutions Dumps

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QUESTION 1

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process? Solution: HPEFS needs to determine if the customer has qualified for financing.

- A. Yes
- B. No

Correct Answer: A

Reference: <https://www.hpe.com/us/en/services/finance-services/hpefs-client-satisfaction.html>

QUESTION 2

Can HPE GreenLake help IT achieve this goal?

Solution: Adopt a consumption model with shorter procurement cycles.

- A. Yes
- B. No

Correct Answer: A

Reference: [https://assets.ext.hpe.com/is/content/hpedam/a50000669enw \(2\)](https://assets.ext.hpe.com/is/content/hpedam/a50000669enw (2))

QUESTION 3

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

Correct Answer: B

Reference: https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in_lit-psnow-red

QUESTION 4

Is this a way to compare HPE GreenLake to traditional capital purchases to show the lower total cost of ownership with HPE GreenLake?



Solution: Explain that with traditional capital purchases, customers cannot respond to demand and risk losing revenue or must overprovision resources.

A. Yes

B. No

Correct Answer: B

Reference: <https://cdw-prod.adobecqms.net/content/dam/cdw/on-domain-cdw/brands/hewlett-packardenterprise/hpe-greenlake-flex-capacity-brochure.pdf>

QUESTION 5

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

Correct Answer: A

Reference: <https://www.businesswire.com/news/home/20201110005782/en/Hewlett-Packard-Enterprise-and-Wipro-Partner-to-Deliver-Hybrid-Cloud-and-Infrastructure-Solutions-as-a-Service-With-HPE-GreenLake>

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