



HPE0-P26^{Q&As}

Configuring HPE GreenLake Solutions Dumps

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QUESTION 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 enable customers to lease HPE products at a 20 percent reduced price per unit.

A. Yes

B. No

Correct Answer: B

Reference: <https://mainline.com/HPE+GREENLAKE+will+Help+Businesses+Tackle+Financial+Challenges>

QUESTION 2

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

Correct Answer: A

QUESTION 3

Is this a step in the Change Order Process?

Solution: HPE Delivery and the distributor create a growth BOM in OCA and send it to the HPE partner.

A. Yes

B. No

Correct Answer: B

QUESTION 4



An HPE partner is creating an HPE GreenLake SOW for the customer to sign.

Does this correctly describe the SOW pass-thru terms?

Solution: Partners can negotiate these terms with HPE.

A. Yes

B. No

Correct Answer: B

QUESTION 5

Is this statement correct?

Solution: ROI is a commonly used calculation of net benefits for broadly comparing potential investments.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.autocont.cz/getmedia/841df7a7-1ba6-4ed6-9648-113c2fb55e05/HPE-GreenLakeForrester.pdf>

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