



HPE0-P26^{Q&As}

Configuring HPE GreenLake Solutions Dumps

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QUESTION 1

Can HPE GreenLake help IT achieve this goal?

Solution: Expand capacity to meet demands with greater accuracy.

- A. Yes
- B. No

Correct Answer: A

Reference: <https://www.businesswire.com/news/home/20201102005548/en/Global-Biotech-FirmMacrogen-Selects-HPE-GreenLake-to-Accelerate-Genomic-Analysis-and-DNA-Sequencing>

QUESTION 2

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

Correct Answer: A

Reference: <https://www.viadex.com/wp-content/uploads/2018/11/HPE-Covid-19-Commercial-offer-1.pdf>

QUESTION 3

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

Correct Answer: A

QUESTION 4

You are designing a custom HPE GreenLake solution and have created solution BOMs.

Is this the next step in the process?



Solution: Apply discounts to the line pricing in the BOMs.

A. Yes

B. No

Correct Answer: B

QUESTION 5

You are designing a custom HPE GreenLake solution and have created solution BOMs.

Is this the next step in the process?

Solution: Present your business case to the customer.

A. Yes

B. No

Correct Answer: A

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