



# HPE0-P27<sup>Q&As</sup>

Configuring HPE GreenLake Solutions

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#### QUESTION 1

Is this a reason to position a Swift sales program solution for a customer?

Solution: The customer is seeking cloud services. but delivered in a colocation environment.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 2

Is me Partner Sales Representative primarily responsible for this task? Solution: Capacity monitoring

A. Yes

B. No

Correct Answer: A

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#### QUESTION 3

Is this about the SOW Order Form output from the GLQQ tool? Solution: It provides an explanation of assumption and responsibilities.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 4

After assessing the customers data center using SAF, you determine that the virtual machine environment Is more complicated than you thought.

How should you reach out to HPE to solve this challenge?

Solution: Create a new opportunity ID in Saiesforce.com. and form a new team.

A. Yes



B. No

Correct Answer: A

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#### QUESTION 5

Does this information indicate the customer might be a good candidate for HPE GreenLake? Solution: A customer is slower to market compared to its main competitor.

A. Yes

B. No

Correct Answer: A

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