



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

Configuring HPE GreenLake Solutions

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#### QUESTION 1

Is this something that must be done before order booking? Solution: Transition manager confirms site readiness

A. Yes

B. No

Correct Answer: A

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#### QUESTION 2

You determined that your customer has a 90 percent asset utilization rate.

Is this an appropriate way to explain how HPE GreenLake can reduce time to value?

Solution: HPE Financial Services IT Asset LifeCycle Solutions allow companies to get value from their legacy systems.

A. Yes

B. No

Correct Answer: A

Reference: [https://www.hpe.com/emea\\_europe/en/services/asset-lifecycle.html](https://www.hpe.com/emea_europe/en/services/asset-lifecycle.html)

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#### QUESTION 3

Is this a best practice for making your proposal?

Solution: Focus on workloads and benefits instead of speeds and feeds

A. Yes

B. No

Correct Answer: A

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#### QUESTION 4

Is this an appropriate use case for HPE GreenLake?

Solution: A customer wants to improve the company's ability to forecast the IT capacity it will need.



A. Yes

B. No

Correct Answer: A

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#### QUESTION 5

Is this about the SOW Order Form output from the GLQQ tool? Solution: It is developed with Distributor approval

A. Yes

B. No

Correct Answer: A

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