



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

Configuring HPE GreenLake Solutions

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#### QUESTION 1

Is this statement true?

Solution: HPE GreenLake Quick Quote tool benefits outputs are calculated using the Forrester Consulting Total Economic Impact study.

A. Yes

B. No

Correct Answer: A

Reference: <https://tools.totaleconomicimpact.com/go/hpe/greenlake/index.html>

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#### QUESTION 2

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 3

You are helping guide your customer through the HPE GreenLake delivery process.

Is this a factor that can push out the date when services will be up and running? Solution: The solution was quoted through the HPE GreenLake Quick Quote tool.

A. Yes

B. No

Correct Answer: B

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#### QUESTION 4

is this statement true?

Solution: You can promise customers they will see benefits from HPE GreenLake Quick Quote Tool benefits outputs.



A. Yes

B. No

Correct Answer: B

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#### QUESTION 5

Can customers use HPE GreenLake to achieve this business goal? Solution: Increase the time between hardware refreshes.

A. Yes

B. No

Correct Answer: B

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