



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Is this statement correct?

Solution: The HPE GreenLake Chat Bot gives HPE Partners access to commonly requested HPE GreenLake sales resources.

A. Yes

B. No

Correct Answer: A

QUESTION 2

You are discussing your customers IT environment after qualifying the company for HPE GreenLake. The customer explains that IT has updated HPE server and storage equipment twice in the last three years. Due to business growth and shifts in business practices, it needs to update again.

How should you approach this customer?

Solution: Mention HPE Green Lake Management Services to the customer and talk to an HPE GMS representative to discuss investment strategies with the customer.

A. Yes

B. No

Correct Answer: A

QUESTION 3

Is this statement true?

Solution: HPE GreenLake Quick Quote Tool benefits outputs include financial time to market service, and ROI benefits

A. Yes

B. No

Correct Answer: A

QUESTION 4



You have an ongoing relationship with a customer who needs a data center refresh

Win this Information about the environment help you determine if the customer is a good candidate for an HPE GreenLake solution? Solution: which storage area network (SAN) technologies the customer prefers

A. Yes

B. No

Correct Answer: A

QUESTION 5

A partner received a Partner SOW from a distributor.

Is this a way partners can alter the Partner SOW to prepare the Customer SOW?

Solution:Partners can add their own logo.

A. Yes

B. No

Correct Answer: B

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