



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Is this information you should gather and provide to HPE to qualify a customer for HPE GreenLake? Solution: How many months it takes from concept to production to provision infrastructure.

A. Yes

B. No

Correct Answer: A

QUESTION 2

Is this a correct statement about discounts for HPE GreenLake solutions?

Solution: For large and highly competitive deals, the HPE GreenLake solution can use escalated pricing following usual processes.

A. Yes

B. No

Correct Answer: B

QUESTION 3

Is this a customer who would be a better fit for another HPE solution instead of HPE GreenLake? Solution: The customer needs to rapidly meet unforeseen changes in IT demand.

A. Yes

B. No

Correct Answer: A

QUESTION 4

Is this a correct statement about HPE GreenLake workload templates?

Solution: The Private Cloud template can be a good fit for customers using offerings such Microsoft Azure Stack.

A. Yes

B. No

Correct Answer: A



Reference: https://www.hpe.com/emea_europe/en/solutions/cloud/azure-hybrid-cloud.html

QUESTION 5

Is this a feature of the Solution sates Enablement Toolkit (SSET)?

Solution: It makes adding an End BOM easy by automatically copying Start BOM fields

A. Yes

B. No

Correct Answer: A

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