



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Is this a benefit you can use a business case tool to show customers with a custom solution? Solution: Savings compared to Cisco's as-a-Service solution

A. Yes

B. No

Correct Answer: A

QUESTION 2

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: Growth rate of the customer's IT environment

A. Yes

B. No

Correct Answer: B

QUESTION 3

A customer has an HPE GreenLake virtualization solution based on HPE SimpliVity, deployed at the main data center.

Is this a solution change for which you can submit an HPE GreenLake Capacity Increase Change Order? Solution: In anticipation of a new project, the customer wants to increase capacity at the same site, even

though utilization is currently under 90 percent.

A. Yes

B. No

Correct Answer: A

Reference: <https://www.hpe.com/us/en/greenlake/virtual-machines.html>

QUESTION 4

Is this task the Partners responsibility when setting up metering for the customer?

Solution: Know how to use the HPE GreenLake Central Partner portal to identify change order needs

A. Yes



B. No

Correct Answer: A

QUESTION 5

Is this an example of a unit of measure mal is metered by HPE for usage each month? Solution: Billable tiers

A. Yes

B. No

Correct Answer: A

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