



HPE0-P27^{Q&As}

Configuring HPE GreenLake Solutions

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QUESTION 1

Is this a task mat the partner is responsible for during the change order process? Solution: Identify growth need

A. Yes

B. No

Correct Answer: A

QUESTION 2

Does this correctly describe the HPE consumption Analytics Portal (CAP)? Solution: It is provided with all HPE Greenlake deployments.

A. Yes

B. No

Correct Answer: A

QUESTION 3

Is this a reason to position a Swift sales program solution for a customer?

Solution: The customer is seeking cloud services. but delivered in a colocation environment.

A. Yes

B. No

Correct Answer: B

QUESTION 4

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

QUESTION 5

Is this partner ready to use the GLOQ tool?

Solution: The Partner has sized the solution and determined which workloads services, and capacity requirements the customer has The partner only needs to discuss business objectives with the CIO.

A. Yes

B. No

Correct Answer: A

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