



**HP**

## **Exam Questions HPE0-P26**

Configuring HPE GreenLake Solutions

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#### NEW QUESTION 1

Does this describe how you need to adjust typical practices when designing HPE GreenLake solutions rather than traditional IT solutions?

Solution: Size an HPE GreenLake solution, whether an HPE GreenLake Quick Quote solution or custom Start BOM, based on Day 1 requirements.

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 2

Does this challenge push customers to consumption-based IT?

Solution: The need to create strict guidelines for using AI-based applications on the company network.

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 3

Is this statement correct?

Solution: ROI is a calculation that uses the discount rate to account for the time value of money.

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 4

Is this how you should approach a customer who makes purchasing decisions using total cost of ownership (TCO)?

Solution: Calculate ROI without NPV because this customer does not care about present value.

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 5

Solution: A customer is slower to market compared to its main competitor.

- A. Yes
- B. No

**Answer:** A

#### NEW QUESTION 6

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

**Answer:** B

#### NEW QUESTION 7

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 include their margin uplift to the unit pricing.

- A. Yes
- B. No

**Answer:** A

#### NEW QUESTION 8

Is this a recommended way to create a start BOM for a custom HPE GreenLake solution? Solution: Include HPE Proactive Care services.

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 9

Is this an advantage of HPE GreenLake over traditional infrastructure? Solution: aligns cost with use.

- A. Yes
- B. No

**Answer:** A

#### NEW QUESTION 10

You are discussing financial and organizational goals with a customer.

Does this customer statement indicate that you can help the customer achieve these goals with HPE GreenLake?

Solution: "We do not plan to grow beyond 10 TB of storage in the next 5 years."

- A. Yes
- B. No

**Answer:** A

#### NEW QUESTION 10

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

**Answer:** B

#### NEW QUESTION 11

You are designing a custom HPE GreenLake solution for a customer who needs a virtual desktop infrastructure (VDI) platform.

Is this a guideline you should follow to determine the solution components to include? Solution: Avoid mixing different families of HPE products, such as Synergy and Primera.

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 15

A customer purchased a custom HPE GreenLake solution last year. The customer tells you the company is starting a new pilot project and is concerned about running out of capacity. Current utilization peaks at around 88 percent, but is usually lower.

Is this part of the process that you should complete to meet the customer's changing needs?

Solution: Create a new Start BOM and End BOM for a new custom solution based on the new customer requirements.

- A. Yes
- B. No

**Answer:** A

#### NEW QUESTION 17

Is this an appropriate use case for HPE GreenLake?

Solution: A CEO is unsure if the company is receiving real value from its IT budget.

- A. Yes
- B. No

**Answer:** A

#### NEW QUESTION 20

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

**Answer:** A

#### NEW QUESTION 23

You are designing a custom HPE GreenLake solution and have created solution BOMs. Is this the next step in the process?

Solution: Apply discounts to the line pricing in the BOMs.

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 25

Is this solution component included in all HPE GreenLake deals? Solution: Monitoring through Adaptive Management Services.

- A. Yes
- B. No

**Answer:** A

#### NEW QUESTION 27

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

**Answer:** A

#### NEW QUESTION 28

Is this a step in the Change Order Process?

Solution: The HPE partner sends the List Price BOM developed in Excel and UCID to the HPE Pointnext Services Deal Owner and HPE GreenLake Project Manager.

- A. Yes
- B. No

**Answer:** A

#### NEW QUESTION 30

Is this a recommended way to create an end BOM for a custom HPE GreenLake solution? Solution: Include an Installation and Startup service.

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 35

Is this a correct statement about discounts for HPE GreenLake solutions? Solution: HPE applies significant discounts, which it determines internally.

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 38

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

**Answer:** A

#### NEW QUESTION 41

Is this a way that HPE simplifies the HPE GreenLake sales process for partners?

Solution: The HPE Consumption Analytics Portal makes it easy for partners to register and track sales opportunities.

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 46

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

**Answer:** B

#### NEW QUESTION 51

You proposed an HPE GreenLake solution to a customer and the customer is concerned about being locked into HPE.

Is this an appropriate response to the customer's concern?

Solution: Explain that customers can have an HPE GreenLake term set at just one year.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 52**

Is this a reason for partners to sell HPE GreenLake solutions rather than traditional HPE solutions? Solution: to bypass the traditional channel and distributors.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 55**

Is this a reason to create a custom HPE GreenLake solution as opposed to using the HPE GreenLake Quick Quote tool?  
Solution: The customer is a mid-sized company

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 57**

You are designing a custom HPE GreenLake solution and have created solution BOMs. Is this the next step in the process?  
Solution: Present your business case to the customer.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 60**

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

**Answer:** A

**NEW QUESTION 64**

Is this an HPE GreenLake use case?  
Solution: A manufacturer expects little growth over the next eight quarters due to increased competition from other companies.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 66**

Is this a reason for partners to sell HPE GreenLake solutions rather than traditional HPE solutions? Solution: to create deeper connections with customers.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 71**

Is an HPE partner responsible for completing this task in the HPE GreenLake sales process?  
Solution: Ensure customer agreement to a multi-year term of at least three years for the HPE GreenLake services.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 76**

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