

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

Is this a true statement about Excel Business Case tool outputs?

Solution: HPE GreenLake calculations are based on averages from large enterprise customers.

- A. Yes
- B. No

Answer: B

NEW QUESTION 3

Can HPE GreenLake help IT achieve this goal?

Solution: Adopt a consumption model with shorter procurement cycles.

- A. Yes
- B. No

Answer: A

NEW QUESTION 4

Is this a service that HPE partners can deliver on behalf of HPE for HPE GreenLake solutions? Solution: HPE installation and Startup Services.

- A. Yes
- B. No

Answer: B

NEW QUESTION 5

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process? Solution: An HPEFS representative can present all other Financial Services offerings that partners are not qualified to sell.

- A. Yes
- B. No

Answer: A

NEW QUESTION 6

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 7

Is this statement correct?

Solution: ROI is a principle that states money today is worth more than the identical sum in the future.

- A. Yes
- B. No

Answer: B

NEW QUESTION 8

Can HPE GreenLake help IT achieve this goal?

Solution: Expand capacity to meet demands with greater accuracy.

- A. Yes
- B. No

Answer: A

NEW QUESTION 9

Is this an appropriate use case for HPE GreenLake?

Solution: A customer wants to improve the company's ability to forecast the IT capacity it will need.

- A. Yes
- B. No

Answer: A

NEW QUESTION 10

Does this correctly describe service components of a custom HPE GreenLake solution? Solution: The solution includes installation services.

- A. Yes
- B. No

Answer: A

NEW QUESTION 10

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 14

Does this business goal align with the value of an HPE GreenLake solution? Solution: preserve capital with a different consumption model.

- A. Yes
- B. No

Answer: A

NEW QUESTION 16

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

- A. Yes
- B. No

Answer: A

NEW QUESTION 17

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 21

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 26

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: backup and restore services

- A. Yes
- B. No

Answer: B

NEW QUESTION 30

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: Reassure the customer that HPE GreenLake solutions can include third-party products.

- A. Yes
- B. No

Answer: A

NEW QUESTION 31

You are discussing the financial benefits of an HPE GreenLake solution to a customer. Is this a benefit that you should explain?
Solution: Companies can reduce upfront IT costs and align their IT spending with their utilization.

- A. Yes
- B. No

Answer: A

NEW QUESTION 34

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

Answer: A

NEW QUESTION 39

Is this a service that HPE partners can deliver on behalf of HPE for HPE GreenLake solutions? Solution: HPE Cloud Consulting Services.

- A. Yes
- B. No

Answer: A

NEW QUESTION 40

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 44

You recently lost some customers to competition.
How can selling HPE GreenLake solutions help make your business more competitive? Solution: With HPE GreenLake, you can compete with commodity hardware on a price basis.

- A. Yes
- B. No

Answer: B

NEW QUESTION 46

You are working with a customer who is considering solution offerings from different vendors.
Is this an appropriate statement to differentiate HPE GreenLake from a consumption model offering from another vendor?
Solution: HPE GreenLake offers increased cost savings when compared to dollar amount per unit.

- A. Yes
- B. No

Answer: A

NEW QUESTION 49

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 50

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 GreenLake helps companies optimize the procurement cycle and align cost to usage.

- A. Yes
- B. No

Answer: A

NEW QUESTION 54

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: health checks

- A. Yes
- B. No

Answer: B

NEW QUESTION 57

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

Solution: Explain the consistent pricing of HPE GreenLake and the control it offers for Finance and Procurement to ensure IT is spending wisely.

- A. Yes
- B. No

Answer: B

NEW QUESTION 60

You are working with a customer who is considering solution offerings from different vendors.

Is this an appropriate statement to differentiate HPE GreenLake from a consumption model offering from another vendor?

Solution: Competitive solutions typically offer metering per workload, while HPE GreenLake can offer metering based on day, device, and other factors.

- A. Yes
- B. No

Answer: B

NEW QUESTION 65

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 67

Is this a step in the Change Order Process?

Solution: HPE Delivery or the HPE partner identifies a need for growth.

- A. Yes
- B. No

Answer: A

NEW QUESTION 69

You are working on an HPE GreenLake deal.

Is this part of the HPE team with whom you will directly interact? Solution: HPE Partner Business Manager.

- A. Yes
- B. No

Answer: A

NEW QUESTION 73

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 75

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