

# HPE0-P27<sup>Q&As</sup>

Configuring HPE GreenLake Solutions

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## QUESTION 1

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

A. Yes

B. No

Correct Answer: B

Reference: <https://www.hpe.com/us/en/insights/articles/less-grunt-work-more-innovation-how-it-can-be-amore-strategic-business-partner-1810.html>

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## QUESTION 2

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

Correct Answer: B

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## QUESTION 3

Your customer is interested in HPE GreenLake solutions, but would like assistance with operating the solution and performing tasks such as monitoring, design, patching, and troubleshooting. You decide the customer is a good prospect for Adaptive Management Services (AMS).

Is this something you should explain to the customer?

Solution: HPE operates and administers the HPE hardware components, while customers must operate and administer middleware and applications.

A. Yes

B. No

Correct Answer: B

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## QUESTION 4

Is this how HPE GreenLake can help customers achieve a desired business outcome? Solution: It provides insight into workload demands to optimize utilization.

A. Yes

B. No

Correct Answer: A

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## QUESTION 5

You recommend HPE GreenLake Management services (GMS) to a customer, but the customer wonders if these services are really necessary.

Is this something you should explain?

Solution: GMS will help it spend much less time on routine tasks and more time on strategic activities

A. Yes

B. No

Correct Answer: A

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## QUESTION 6

Is this a reason to position HPE GreenLake cloud services for a customer?

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

A. Yes

B. No

Correct Answer: A

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## QUESTION 7

You are helping guide your customer through the HPE GreenLake delivery process. The customer wants to start using their new GreenLake solution as quickly as possible

Is this a factor that can increase the the amount of time before services will be up and running?

Solution: The customer did not agree to billing for a panel month in the SOW.

A. Yes

B. No

Correct Answer: A

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**QUESTION 8**

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

- A. Yes
- B. No

Correct Answer: A

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**QUESTION 9**

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

Correct Answer: B

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**QUESTION 10**

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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**QUESTION 11**

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

Correct Answer: A

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## QUESTION 12

After assessing the customers data center using SAF, you determine that the virtual machine environment is more complicated than you thought.

How should you reach out to HPE to solve this challenge?

Solution: Create a new opportunity ID in Salesforce.com. and form a new team.

A. Yes

B. No

Correct Answer: A

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## QUESTION 13

Is this person heavily involved in the implementation and delivery process that occurs after the formal solution is approved?

Solution: The Distributor

A. Yes

B. No

Correct Answer: A

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## QUESTION 14

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

Correct Answer: A

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## QUESTION 15

During customer conversations, you determined that your customer is looking to save money on IT spend over a span

of four-to-seven years

Is this something you could say during your proposal to align HPE GreenLake value with this customer's needs?

Solution: "HPE GreenLake eliminates lock-in with a solution that is inherently multi-cloud and multi-stack."

A. Yes

B. No

Correct Answer: A

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