

HP

Exam Questions HPE0-P26

Configuring HPE GreenLake Solutions



NEW QUESTION 1

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 2

A customer has some questions about the first invoice for an HPE GreenLake solution. Is this information you should explain?

Solution: The invoice will include the committed capacity cost even before HPE has set up metering.

- A. Yes
- B. No

Answer: B

NEW QUESTION 3

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 4

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 5

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 6

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 7

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

- A. Yes
- B. No

Answer: A

NEW QUESTION 8

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 9

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: Support services are required with HPE GreenLake solutions, but HPE does not offer management or operation services.

- A. Yes
- B. No

Answer: B

NEW QUESTION 10

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 10

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 12

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 17

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 22

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 23

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 27

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 28

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 32

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