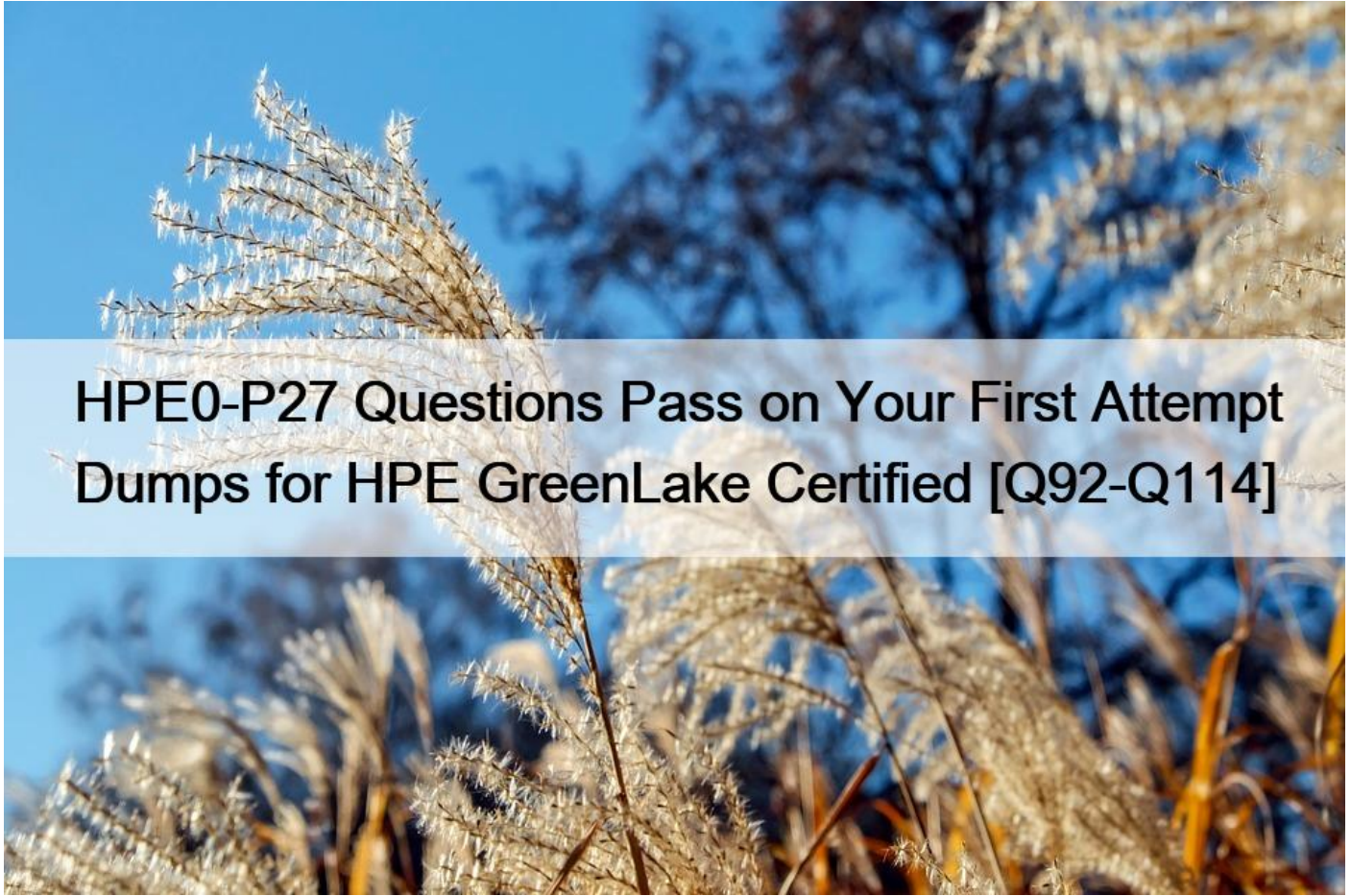


## HPE0-P27 Questions Pass on Your First Attempt Dumps for HPE GreenLake Certified [Q92-Q114]



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HPE0-P27 Practice Test Pdf Exam Material

**NO.92** Is this a recommended way to create a start BOM for a custom HPE GreenLake solution?

Solution: Include HPE Proactive Care services.

- \* Yes
- \* No

**NO.93** Is this a best practice for participating in an HPE Customer Asset Program (CAP) engagement?

Solution: Explain to your customer contacts that they can make whatever redactions they desire before turning information over to you and HPE.

- \* Yes
- \* No

**NO.94** 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.

- \* Yes
- \* No

**NO.95** Is this a step in the Change Order Process?

Solution: HPE Delivery and the distributor create a growth BOM in OCA and send it to the HPE partner.

- \* Yes
- \* No

**NO.96** 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.

- \* Yes
- \* No

**NO.97** 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.

- \* Yes
- \* No

**NO.98** Is this an HPE Financial Service that can help customers fund new investments, such as in HPE GreenLake?

Solution: The Compute as a Service template is designed to support a single, specialized workload such as genomics.

- \* Yes
- \* No

**NO.99** Does this correctly describe service components of a custom HPE GreenLake solution?

Solution: The solution only includes HPE Pointnext services as partners are not allowed to add their own services.

- \* Yes
- \* No

**NO.100** You are discussing your customers IT environment after qualifying the company for HPE GreenLake. The customer explains that IT has updated HPE server and storage equipment twice in the last three years Due to business growth and shifts in business practices, it needs to update again.

How should you approach this customer?

Solution: Mention HPE Green Lake Management Services to the customer and talk to an HPE GMS representative to discuss investment strategies with the customer.

- \* Yes
- \* No

**NO.101** is this a way to ensure that an HPE GreenLake solution aligns with a customers present and future requirements?

Solution: Ensure the End BOM reflects the finalized solution design that the customer wants delivered on Day One

- \* Yes
- \* No

**NO.102** Is this a benefit you can use a business case tool to show customers with a custom solution?

Solution: Savings from services

- \* Yes
- \* No

**NO.103** is this a benefit of the GreenLake continuous Compliance?

Solution: The customer reduces the burden on IT staff by using GreenLake to check firmware and deploy required patches.

- \* Yes
- \* No

**NO.104** is this statement true?

Solution: HPE GreenLake Quick Quote Tool benefits outputs include financial time to market service. and ROI benefits

- \* Yes
- \* No

**NO.105** You are a Tier 1 Partner using the HPE GreenLake Quick Quote (GLQQ) tool.

How would your pricing process change if you do not use a distributor?

Solution: Tier 1 Partners cannot use the GLOQ tool so you would need to use OCA.

- \* Yes
- \* No

**NO.106** is this now you can add HPE GMS to an HPE GLQQ Tool solution?

Solution: Select **GreenLake Management Services**; under **Add-ons\*** during the **select a plan**; screen

- \* Yes
- \* No

**NO.107** is this something that must be done before order booking?

Solution: Transition manager confirms site readiness

- \* Yes
- \* No

**NO.108** Is this statement correct?

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

- \* Yes

\* No

**NO.109** is this a way that you can use the GreenLake Quick Quote (GLQQ) tool?

Solution: To obtain binding pricing for a Swift sales program solution.

\* Yes

\* No

**NO.110** You are designing a custom HPE GreenLake solution and have created solution BOMs.

is this the next step in the process?

Solution: Obtain the 1st price OCA files from the Distributor

\* No

\* Yes

**NO.111** 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.

\* Yes

\* No

**NO.112** 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: &#8220;We do not plan to grow beyond 10 TB of storage in the next 5 years.&#8221;

\* Yes

\* No

**NO.113** Does HPE offer this service under the monitoring level of HPE Adaptive Management Services?

Solution: backup and restore services

\* Yes

\* No

**NO.114** is this a best practice for making your proposal?

Solution: Do not include any pricing in your proposal

\* Yes

\* No

## HP HPE0-P27 Exam Syllabus Topics:

TopicDetails  
Topic 1- Describe the partner role in setting expectations for the post sales process- Articulate the HPE GreenLake value proposition (customer and- or partner)  
Topic 2- Determine the correct sales process and HPE tools (GLQQ, Swift- Validate the opportunity and qualify customers for HPE GreenLake solutions  
Topic 3- Identify deviations in the HPE GreenLake sales process based on region- role.- Given a customer scenario, describe in detail the existing environment  
Topic 4 - Identify and describe key building blocks for the solution- Describe the process for partners designing GLQQ solutions

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