



**HP**

## **Exam Questions HPE0-P26**

Configuring HPE GreenLake Solutions

#### 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 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 4

Is this a reason to engage HPE Financial Services (HPEFS) in the HPE GreenLake sales process? Solution: HPEFS needs to determine if the customer has qualified for financing.

- A. Yes
- B. No

**Answer: A**

#### NEW QUESTION 5

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.

- A. Yes
- B. No

**Answer: B**

#### NEW QUESTION 6

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 7

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 8

Is this a way to compare HPE GreenLake to traditional capital purchases to show the lower total cost of ownership with HPE GreenLake?

Solution: Explain that with traditional capital purchases, customers cannot respond to demand and risk losing revenue or must overprovision resources.

- A. Yes
- B. No

**Answer: B**

#### NEW QUESTION 9

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

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 10**

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 10**

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 14**

Can customers use HPE GreenLake to achieve this business goal? Solution: Increase the time between hardware refreshes.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 18**

Is this statement true?

Solution: HPE GreenLake Quick Quote tool benefits outputs are more accurate than calculations from the Excel Business Case Tool.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 23**

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 26**

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

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 31**

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 36**

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 39**

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

Solution: The monthly invoice includes billing for variable usage while committed capacity is billed on a quarterly basis.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 40**

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 42**

Is this a correct statement about HPE GreenLake workload templates?

Solution: The SAP HANA template is designed for customers requiring high performance and low latency for data processing and analytics.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 44**

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 45**

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 HPE GreenLake solutions are delivered by a variety of cloud providers on the backend, which keeps customer options open.

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 47**

Is this statement correct?

Solution: ROI is a commonly used calculation of net benefits for broadly comparing potential investments.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 51**

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 56**

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

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 58**

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 61**

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 62**

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 66**

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

**Answer:** A

**NEW QUESTION 71**

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

Solution: Submit the BOMs and other supporting material to the assigned HPE Deal Owner.

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 75**

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 76**

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 81**

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 82**

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 83**

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 84**

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 89**

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 90**

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.

- A. Yes
- B. No

**Answer: B**

**NEW QUESTION 94**

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