



HP

Exam Questions HPE0-P26

Configuring HPE GreenLake Solutions

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NEW QUESTION 1

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 2

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 3

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 4

Does HPE provide this to partners to help them build the business case and proposal for HPE GreenLake core solutions?

Solution: customer requirements list.

- A. Yes
- B. No

Answer: B

NEW QUESTION 5

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 6

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 7

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 8

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 9

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 10

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 10

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 15

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 20

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 23

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 27

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 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 33

Can customers use HPE GreenLake to achieve this business goal? Solution: Free IT resources to focus on innovation.

- A. Yes
- B. No

Answer: A

NEW QUESTION 35

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 36

An HPE partner is creating an HPE GreenLake SOW for the customer to sign. Does this correctly describe the SOW pass-thru terms? Solution: Partners can negotiate these terms with HPE.

- A. Yes
- B. No

Answer: B

NEW QUESTION 40

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 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 customers can have an HPE GreenLake term set at just one year.

- A. Yes
- B. No

Answer: B

NEW QUESTION 49

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 52

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 53

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 54

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 59

Is this statement correct?

Solution: The HPE GreenLake Chat Bot helps HPE Partners qualify opportunities.

- A. Yes
- B. No

Answer: B

NEW QUESTION 61

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