

DUMPS ARENA

Configuring HPE GreenLake Solutions

HP HPE0-P26

Version Demo

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QUESTION NO: 1

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

Explanation:

:

QUESTION NO: 2

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 customer did not agree to billing for a partial month in the SOW.

A. Yes

B. No

ANSWER: A

Explanation:

:

QUESTION NO: 3

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

Explanation:

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QUESTION NO: 4

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

Explanation:

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Reference: <https://cdw-prod.adobecqms.net/content/dam/cdw/on-domain-cdw/brands/hewlett-packard-enterprise/hpe-greenlake-flex-capacity-brochure.pdf>

QUESTION NO: 5

Can HPE GreenLake help IT achieve this goal?

Solution: Adopt a consumption model with shorter procurement cycles.

A. Yes

B. No

ANSWER: A

Explanation:

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Reference: <https://assets.ext.hpe.com/is/content/hpedam/a50000669enw> (2)

QUESTION NO: 6

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

Explanation:

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Reference: https://www.hpe.com/emea_europe/en/integrated-systems/synergy.html

QUESTION NO: 7

You are discussing the financial benefits of an HPE GreenLake solution to a customer.

Is this a benefit that you should explain?

Solution: HPE GreenLake solutions run proprietary HPE software on HPE infrastructure, eliminating software licensing costs.

A. Yes

B. No

ANSWER: B

Explanation:

:

QUESTION NO: 8

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

Explanation:

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QUESTION NO: 9

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

Explanation:

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QUESTION NO: 10

You are discussing the financial benefits of an HPE GreenLake solution to a customer.

Is this a benefit that you should explain?

Solution: HPE GreenLake solutions enable customers to lease HPE products at a 20 percent reduced price per unit.

A. Yes

B. No

ANSWER: B

Explanation:

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Reference: <https://mainline.com/HPE+GREENLAKE+will+Help+Businesses+Tackle+Financial+Challenges>

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