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HPE0-P26

Configuring HPE GreenLake Solutions



Exam A

QUESTION 1

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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 2 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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 3 Is this solution component included in all HPE GreenLake deals?

Solution: Monitoring through Adaptive Management Services.

- A. Yes
- B. No

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.uniquesolutionsit.com/services/hpe-greenlake-management-services/>

QUESTION 4 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

Correct Answer: B

Section: (none)



Explanation

Explanation/Reference:

QUESTION 5 Is this how you should approach a customer who makes purchasing decisions using total cost of ownership (TCO)?

Solution: Calculate ROI without NPV because this customer does not care about present value.

- A. Yes
- B. No

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: https://psnow.ext.hpe.com/doc/a00026222enw?jumpid=in_lit-psnow-red

QUESTION 6 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

Correct Answer: B

Section: (none)

Explanation



Explanation/Reference:

QUESTION 7 Can HPE GreenLake help IT achieve this goal?

Solution: Expand capacity to meet demands with greater accuracy.

- A. Yes
- B. No

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.businesswire.com/news/home/20201102005548/en/Global-Biotech-Firm-Macrogen-Selects-HPE-GreenLake-to-Accelerate-Genomic-Analysis-and-DNA-Sequencing>

QUESTION 8 Can HPE GreenLake help IT achieve this goal?

Solution: Adopt a consumption model with shorter procurement cycles.

- A. Yes
- B. No

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 9 Is this a reason for partners to sell HPE GreenLake solutions rather than traditional HPE solutions?

Solution: to bypass the traditional channel and distributors.

- A. Yes
- B. No

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 10 Is this a reason for partners to sell HPE GreenLake solutions rather than traditional HPE solutions?

Solution: to create deeper connections with customers.

- A. Yes
- B. No

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:



QUESTION 11 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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 12 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.

- A. Yes
- B. No

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 13 Can customers use HPE GreenLake to achieve this business goal?

Solution: Free IT resources to focus on innovation.

- A. Yes
- B. No

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/services/remote-infrastructure-monitoring.html

QUESTION 14 Is this an advantage of HPE GreenLake over traditional infrastructure?

Solution: aligns cost with use.

- A. Yes
- B. No

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:



QUESTION 15 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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 16 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

Correct Answer:

Section: (none)

Explanation

Explanation/Reference:

A

Reference: <https://tools.totaleconomicimpact.com/go/hpe/greenlake/index.html>

QUESTION 17 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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18 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

Correct Answer: B

Section: (none)

Explanation



Explanation/Reference:

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2020/11/hewlett-packard-enterprise-enhances-hpe-partner-ready-program-to-drive-as-a-service-and-smb-growth.html>

QUESTION 19 Does HPE provide this to partners to help them build the business case and proposal for HPE GreenLake core solutions?

Solution: Excel Pricing template.

A. Yes

B. No

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 20 Is this a correct statement about discounts for HPE GreenLake solutions?

A. Yes

B. No

Correct Answer:

Section: (none)

Explanation

Explanation/Reference:

Solution: For large and highly competitive deals, the HPE GreenLake solution can use escalated pricing following usual processes.

B

QUESTION 21 Is this a correct statement about discounts for HPE GreenLake solutions?

Solution: HPE applies significant discounts, which it determines internally.

- A. Yes
- B. No

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 22 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



Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 23 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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

- A. Yes
- B. No

Correct Answer:

Section: (none)

Explanation

Explanation/Reference:

QUESTION 24 Is this a way that HPE simplifies the HPE GreenLake sales process for partners?

Solution: The HPE Consumption Analytics Portal makes it easy for partners to register and track sales opportunities.

B



A. Yes

B. No

Correct Answer:

Section: (none)

Explanation

Explanation/Reference:

QUESTION 25 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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.checkmark-it.com/partners/hewlett-packard-enterprise/hpe-greenlake>

QUESTION 26 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

Correct Answer: A

Section: (none)

Explanation



Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/services/asset-lifecycle.html

QUESTION 27 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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 28 Is this a correct statement about HPE GreenLake workload templates?

Solution: The Private Cloud template can be a good fit for customers using offerings such Microsoft Azure Stack.

- A. Yes
- B. No

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.hpe.com/emea_europe/en/solutions/cloud/azure-hybrid-cloud.html

QUESTION 29 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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 30 Does this correctly describe service components of a custom HPE GreenLake solution?

Solution: The solution includes installation services.

A. Yes

B. No

Correct Answer: A

Section: (none)

Explanation



Explanation/Reference:

QUESTION 31 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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 32 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

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 33 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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 34 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



Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 35 A customer has an HPE GreenLake virtualization solution based on HPE SimpliVity, deployed at the main data center.

Is this a solution change for which you can submit an HPE GreenLake Capacity Increase Change Order?

Solution: In anticipation of a new project, the customer wants to increase capacity at the same site, even though utilization is currently under 90 percent.

A. Yes
B. No

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/greenlake/virtual-machines.html>

QUESTION 36

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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 37 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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:



QUESTION 38 Is this a reason to create a custom HPE GreenLake solution as opposed to using the HPE GreenLake Quick Quote tool?

Solution: The customer wants to incorporate an existing environment into an HPE GreenLake solution.

- A. Yes
- B. No

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/newsroom/press-release/2019/06/hpe-announces-plans-to-offer-entire-portfolio-as-a-service-by-2022.html>

QUESTION 39 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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 40 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.

- A. Yes
- B. No

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

Reference: https://tdhpe.techdata.eu/Documents/gap_analysis_uk/HPQ3_HPTS_May_CAP_Customer_Brochure.pdf?epslanguage=en

QUESTION 41 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

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 42 Is this statement correct?

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

- A. Yes
- B. No

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 43 Does HPE offer this service under the monitoring level of HPE Adaptive Management Services?

Solution: backup and restore services

- A. Yes
- B. No

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/insights/articles/less-grunt-work-more-innovation-how-it-can-be-a-more-strategic-business-partner-1810.html> **QUESTION 44** Does HPE offer this service under the monitoring level of HPE Adaptive Management Services?

Solution: health checks



- A. Yes
- B. No

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 45 Does this information indicate the customer might be a good candidate for HPE GreenLake?

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

- A. Yes
- B. No

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 46 You recently lost some customers to competition.

How can selling HPE GreenLake solutions help make your business more competitive?

Solution: With HPE GreenLake, you can compete with commodity hardware on a price basis.

- A. Yes
- B. No

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 47 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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 48 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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

Reference: https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in_lit-psnow-red

QUESTION 49 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

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

Reference: <https://searchconvergedinfrastructure.techtarget.com/feature/What-is-HPE-GreenLake-and-how-does-it-work>

QUESTION 50 You are designing a custom HPE GreenLake solution and have created solution BOMs.

Is this the next step in the process?

Solution: Apply discounts to the line pricing in the BOMs.

- A. Yes
- B. No

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 51 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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 52 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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 53 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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 54 Is an HPE partner responsible for completing this task in the HPE GreenLake sales process?

Solution: Ensure customer agreement to a multi-year term of at least three years for the HPE GreenLake services.

A. Yes

B. No

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 55

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

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 56 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

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 57 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



Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 58 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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 59
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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 60 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

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

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



Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 62 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

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

Reference: <https://www.viadex.com/wp-content/uploads/2018/11/HPE-Covid-19-Commercial-offer-1.pdf>

QUESTION 63

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

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

Reference: <https://www.hpe.com/us/en/services/finance-services/hpefs-client-satisfaction.html>

QUESTION 64 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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 65 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

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 66 You are working with a customer who is considering solution offerings from different vendors.

Is this an appropriate statement to differentiate HPE GreenLake from a consumption model offering from another vendor?

Solution: Competitive solutions typically offer metering per workload, while HPE GreenLake can offer metering based on day, device, and other factors.

- A. Yes
- B. No

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:



QUESTION 67 You are working with a customer who is considering solution offerings from different vendors.

Is this an appropriate statement to differentiate HPE GreenLake from a consumption model offering from another vendor?

Solution: HPE GreenLake offers increased cost savings when compared to dollar amount per unit.

- A. Yes
- B. No

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 68 Is this a service that HPE partners can deliver on behalf of HPE for HPE GreenLake solutions?

Solution: HPE Cloud Consulting Services.

- A. Yes
- B. No

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

Reference: <https://www.businesswire.com/news/home/20201110005782/en/Hewlett-Packard-Enterprise-and-Wipro-Partner-to-Deliver-Hybrid-Cloud-and-Infrastructure-Solutions-as-a-Service-With-HPE-GreenLake>

QUESTION 69 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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 70 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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 71 Is this statement correct?

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

- A. Yes
- B. No

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

Reference: <https://www.autocont.cz/getmedia/841df7a7-1ba6-4ed6-9648-113c2fb55e05/HPE-GreenLake-Forrester.pdf>

QUESTION 72 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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 73 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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 74

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: HPE operates and administers the HPE hardware components, while customers must operate and administer middleware and applications.

- A. Yes
- B. No

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 75

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 and required with HPE GreenLake solutions, but HPE does not offer management or operation services.

A. Yes

B. No

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 76 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

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 77

A customer purchased a custom HPE GreenLake solution last year. The customer tells you the company is starting a new pilot project and is concerned about running out of capacity. Current utilization peaks at around 88 percent, but is usually lower.

Is this part of the process that you should complete to meet the customer's changing needs?

Solution: Create a new Start BOM and End BOM for a new custom solution based on the new customer requirements.

A. Yes

B. No

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 78

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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

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

QUESTION 79 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

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:



QUESTION 80 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

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

QUESTION 81 Can customers use HPE GreenLake to achieve this business goal?

Solution: Increase the time between hardware refreshes.

- A. Yes
- B. No

Correct Answer: B
Section: (none)
Explanation

Explanation/Reference:

Reference: https://psnow.ext.hpe.com/doc/4aa4-4377enw?jumpid=in_lit-psnow-red

