

HP.HPE0-P26.v2022-01-19.q26

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NEW QUESTION: 1

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 2

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 3

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 5

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: ([SHOW ANSWER](#))

NEW QUESTION: 6

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

Solution: backup and restore services

A. No

B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 7

Is this statement true?

Solution: HPE GreenLake Quick Quote tool benefits outputs are calculated using the Forrester Consulting Total Economic Impact study.

A. No

B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 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. No

B. Yes

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 9

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 10

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 11

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. No

B. Yes

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 12

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. No

B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 13

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 ([LEAVE A REPLY](#))

NEW QUESTION: 14

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. No

B. Yes

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 15

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 ([LEAVE A REPLY](#))

NEW QUESTION: 16

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 ([LEAVE A REPLY](#))

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NEW QUESTION: 17

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. No

B. Yes

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 18

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. No

B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 19

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

Solution: HPE installation and Startup Services.

A. No

B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

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. No

B. Yes

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 21

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. No

B. Yes

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 22

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. No

B. Yes

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 23

Can customers use HPE GreenLake to achieve this business goal?

Solution: Increase the time between hardware refreshes.

A. No

B. Yes

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 24

Is this how HPE GreenLake can help customers achieve a desired business outcome?

Solution: It provides insight into workload demands to optimize utilization.

A. No

B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 25

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 ([LEAVE A REPLY](#))

NEW QUESTION: 26

Does this business goal align with the value of an HPE GreenLake solution?

Solution: preserve capital with a different consumption model.

A. No

B. Yes

Answer: B ([LEAVE A REPLY](#))

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