

HPE0-P26 Dumps

Configuring HPE GreenLake Solutions

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NEW QUESTION 1

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

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 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

Answer: A

NEW QUESTION 4

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

- A. Yes
- B. No

Answer: A

NEW QUESTION 5

Does this correctly describe service components of a custom HPE GreenLake solution? Solution: The solution includes installation services.

- A. Yes
- B. No

Answer: A

NEW QUESTION 6

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 7

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 8

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 9

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

NEW QUESTION 10

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

- A. Yes
- B. No

Answer: A

NEW QUESTION 10

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

Answer: B

NEW QUESTION 13

Does HPE offer this service under the monitoring level of HPE Adaptive Management Services? Solution: backup and restore services

- A. Yes
- B. No

Answer: B

NEW QUESTION 14

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

NEW QUESTION 18

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 22

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

NEW QUESTION 25

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

Answer: A

NEW QUESTION 27

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 31

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

Answer: B

NEW QUESTION 34

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

Answer: B

NEW QUESTION 36

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 41

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