

**100%** Money Back  
**Guarantee**

**Vendor:**HP

**Exam Code:**HPE0-P27

**Exam Name:**Configuring HPE GreenLake Solutions

**Version:**Demo

**QUESTION 1**

is this statement true?

Solution: You can promise customers they will see benefits from HPE GreenLake Quick Quote Tool benefits outputs.

A. Yes

B. No

Correct Answer: B

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**QUESTION 2**

Is this a way that you can use the GreenLake Quick Quote (GLQQ) tool? Solution: To obtain binding pricing for a Swift sales program solution.

A. Yes

B. No

Correct Answer: B

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**QUESTION 3**

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

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

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**QUESTION 4**

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

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#### **QUESTION 5**

Is this a customer who would be a better fit for another HPE solution instead of HPE GreenLake? Solution: The customer needs to rapidly meet unforeseen changes in IT demand.

A. Yes

B. No

Correct Answer: A

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#### **QUESTION 6**

You are a Tier 1 Partner using the HPE GreenLake Quick Quote (GLQQ) tool How would your pricing process change if you do not use a distributor?

Solution: You would only need to add your own uplift to the pricing from the GLOO tool Excel output.

A. Yes

B. No

Correct Answer: A

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#### **QUESTION 7**

You recommend HPE GreenLake Management services (GMS) to a customer, but the customer wonders if these services are really necessary.

Is this something you should explain?

Solution: GMS will help it spend much less time on routine tasks and more time on strategic activities

A. Yes

B. No

Correct Answer: A

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#### **QUESTION 8**

Is this a benefit of HPE GreenLake continuous Compliance?

Solution: The customer can drastically reduce the time for preparing for audits

A. Yes

B. No

Correct Answer: A

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#### **QUESTION 9**

Is this a task that the partner is responsible for during the change order process? Solution: Identify growth need

A. Yes

B. No

Correct Answer: A

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#### **QUESTION 10**

Is this a required component of the SOW? Solution: Indicative pricing

A. Yes

B. No

Correct Answer: B

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#### **QUESTION 11**

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.

A. Yes

B. No

Correct Answer: B

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#### **QUESTION 12**

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