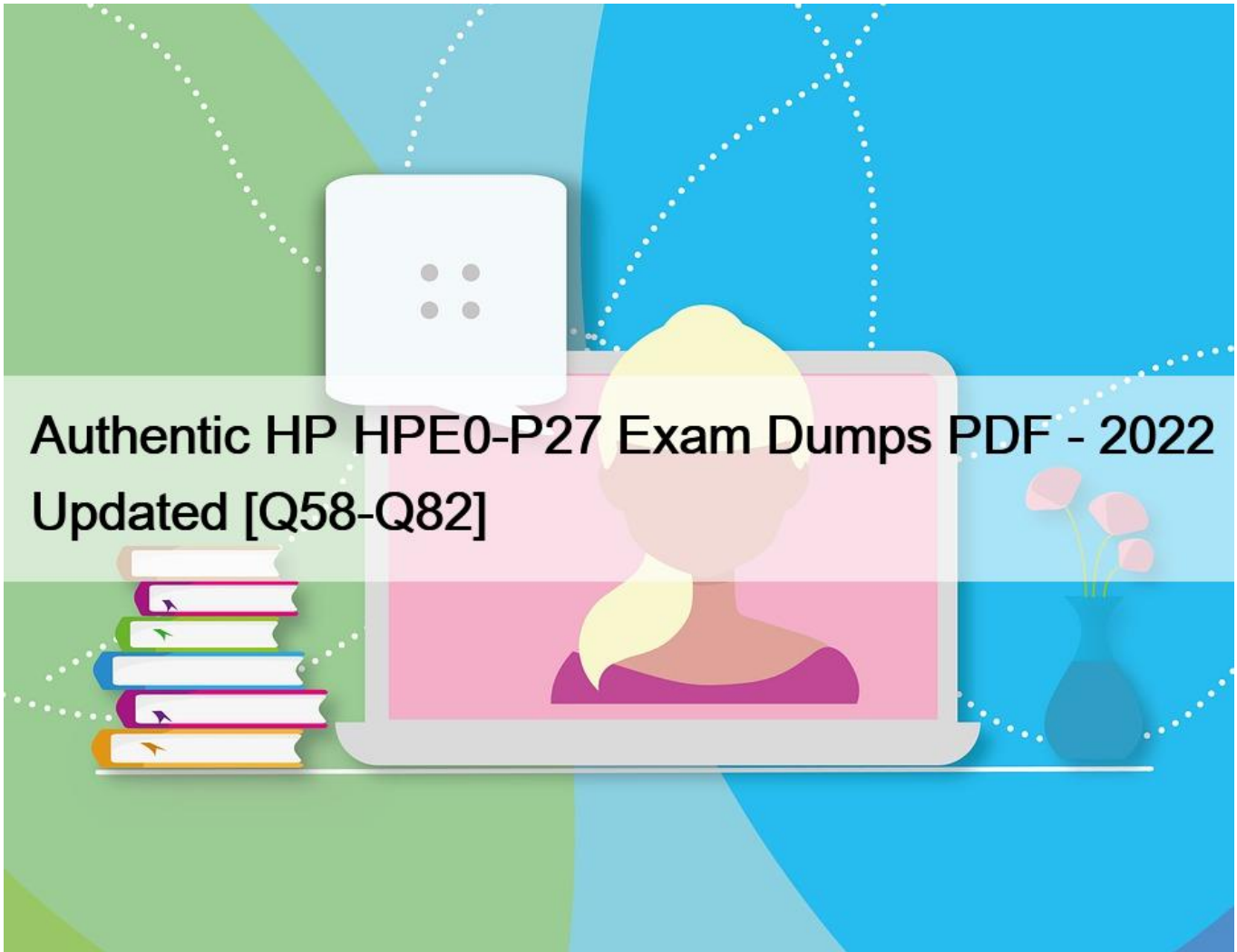


Authentic HP HPE0-P27 Exam Dumps PDF - 2022 Updated [Q58-Q82]



Authentic HP HPE0-P27 Exam Dumps PDF - 2022 Updated Get Prepared for Your HPE0-P27 Exam With Actual 159 Questions QUESTION 58

is this now you can add HPE GMS lo an HPE GLQQ Tool solution?

Solution: Manually add GMS into the output proposal.

- * Yes
- * No

QUESTION 59

You have determined your customer is a good fit for HPE GreenLake for Virtual Machines.

What information should you gather from sizing and assessment tools to complete the quote using the GLQQ tool?

Solution: If the customers workloads fit Mission Critical or Business -critical needs

- * Yes
- * No

QUESTION 60

Can customers use HPE GreenLake to achieve this business goal?

Solution: Increase the time between hardware refreshes.

- * Yes
- * No

QUESTION 61

is this task the Partners responsibility when setting up metering for the customer?

Solution: Provide training and logins to the customer for HPE GreenLaKe Central and the HPE GreenLake Billing Manager.

- * Yes
- * No

QUESTION 62

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.

- * Yes
- * No

QUESTION 63

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

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

- * Yes
- * No

QUESTION 64

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.

- * Yes
- * No

QUESTION 65

You have an ongoing relationship with a customer who needs a data center refresh Win this Information about the environment help you determine if the customer is a good candidate for an HPE GreenLake solution?

Solution: Growth rate of the customer's IT environment

- * Yes
- * No

QUESTION 66

is this an additional service you can add to an HPE GreenLake BOM?

Solution: HPE Complete Care

- * Yes
- * No

QUESTION 67

You have an ongoing relationship with a customer who needs a data center refresh. Win this information about the environment helps you determine if the customer is a good candidate for an HPE GreenLake solution?

Solution: which storage area network (SAN) technologies the customer prefers

- * Yes
- * No

QUESTION 68

is this a benefit of HPE GreenLake continuous Compliance?

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

- * Yes
- * No

QUESTION 69

Is this statement true?

Solution: HPE GreenLake Quick Quote tool benefits outputs are more accurate than calculations from the Excel Business Case Tool.

- * Yes
- * No

QUESTION 70

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.

- * Yes
- * No

QUESTION 71

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.

- * Yes
- * No

QUESTION 72

Is this a recommended way to create an end BOM for a custom HPE GreenLake solution?

Solution: Include an Installation and Startup service.

- * Yes
- * No

QUESTION 73

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

- * Yes
- * No

QUESTION 74

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.

- * Yes
- * No

QUESTION 75

During customer conversations, you determined that your customer is looking to save money on IT spend over a span of four-to-seven years. Is this something you could say during your proposal to align HPE GreenLake value with this customer's needs?

Solution: HPE GreenLake eliminates lock-in with a solution that is inherently multi-cloud and multi-stack.

- * Yes
- * No

QUESTION 76

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.

- * Yes
- * No

QUESTION 77

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.

- * Yes
- * No

QUESTION 78

You are discussing your customer's IT environment after qualifying the company for HPE GreenLake. The customer explains that IT has updated HPE server and storage equipment twice in the last three years. Due to business growth and shifts in business practices, it needs to update again.

How should you approach this customer?

Solution: Mention HPE Green Lake Management Services to the customer and talk to an HPE GMS representative to discuss investment strategies with the customer.

- * Yes
- * No

QUESTION 79

For a custom solution, is this when the partner and distributor add markup to the unit of consumption?

Solution: After HPE creates units of consumption pricing and sends to the Distributor of Tier 1 Partner.

- * Yes
- * No

QUESTION 80

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.

- * Yes
- * No

QUESTION 81

Is this a reason to position HPE GreenLake cloud services for a customer?

Solution: You have scoped the deal at about US \$100K, and you want to act quickly to secure the deal.

- * Yes
- * No

QUESTION 82

Does this correctly describe HPE GreenLake for VMs?

Solution: It can accommodate customers who want a Red Hat virtualization environment.

- * Yes
- * No

HP HPE0-P27 Exam Syllabus Topics:

TopicDetailsTopic 1- Describe the process for partners designing SWIFT solutions- Demonstrate understanding of the HPE GreenLake portfolioTopic 2- Articulate the solution offering for GLQQ, Swift, custom, or cloud services- Describe the process for partners creating BOMs for custom solutionsTopic 3- Describe the process for partners designing HPE GreenLake Cloud Services- Identify customer's business objectives that would qualify a customer for HPE GreenLake solutionsTopic 4- Identify deviations in the HPE GreenLake sales process based on region- role.- Given a customer scenario, describe in detail the existing environment

Accurate & Verified New HPE0-P27 Answers As Experienced in the Actual Test!:

<https://www.validexam.com/HPE0-P27-latest-dumps.html>