



QUESTION & ANSWER

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Exam : **HPE0-P26**

Title : **Configuring HPE GreenLake
Solutions**

Version : **DEMO**

1.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

Answer: A

Explanation:

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

2.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

3.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

Answer: B

4.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

Answer: A

5.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