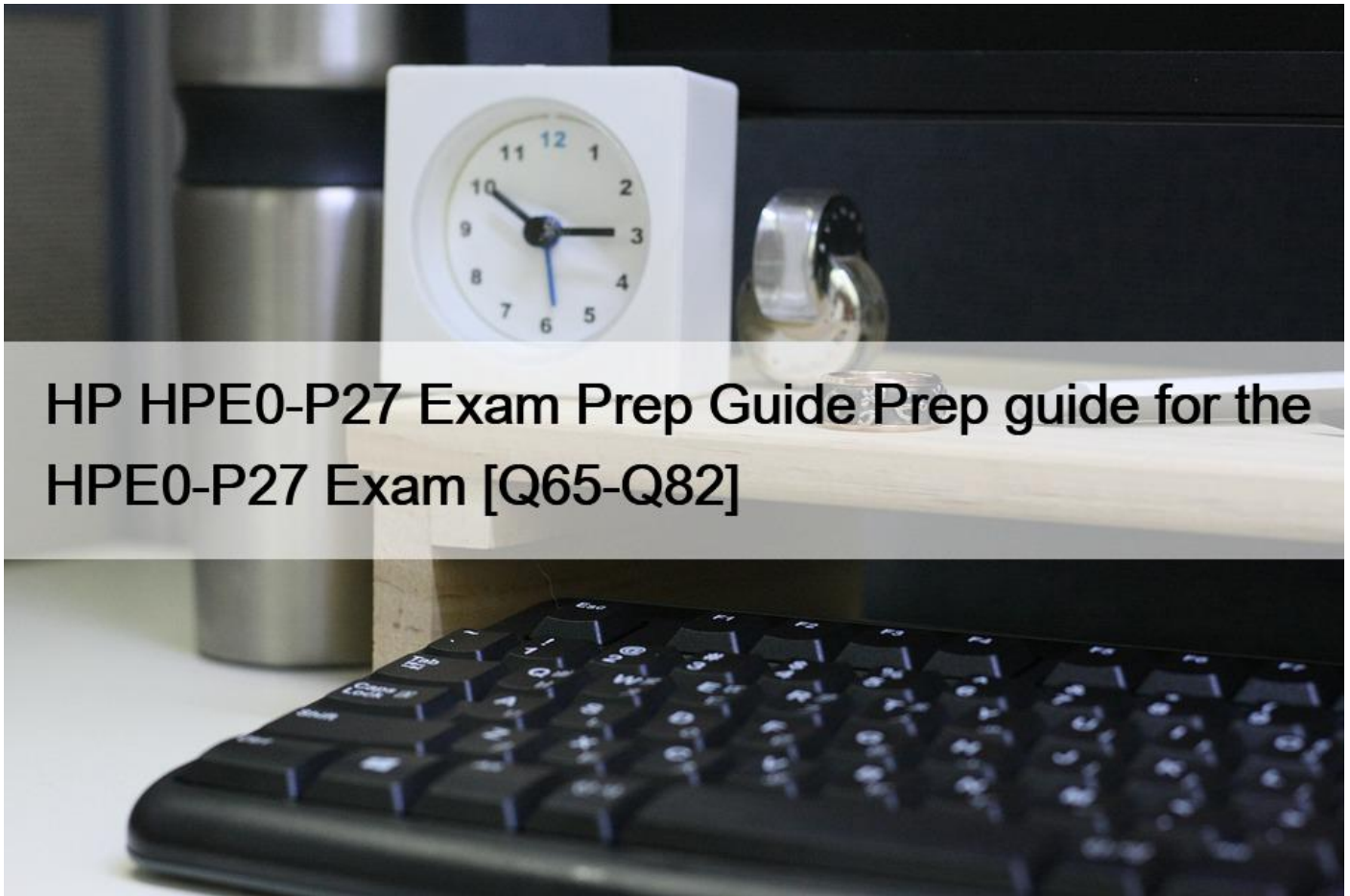


## HP HPE0-P27 Exam Prep Guide Prep guide for the HPE0-P27 Exam [Q65-Q82]



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**HP HPE0-P27 Exam Prep Guide: Prep guide for the HPE0-P27 Exam 2023 New Preparation Guide of HP HPE0-P27 Exam Q65.** 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

**Q66.** is this an additional service you can add to an HPE GreenLake BOM?

Solution: HPE Complete Care

- \* Yes
- \* No

**Q67.** Can customers use HPE GreenLake to achieve this business goal?

Solution: Increase the time between hardware refreshes.

- \* Yes
- \* No

**Q68.** Does HPE offer this service under the monitoring level of HPE Adaptive Management Services?

Solution: health checks

- \* Yes
- \* No

**Q69.** is this a reason to position a Swift sales program solution for a customer?

Solution: The customer is looking for a fast turnaround when acquiring several Nimble arrays.

- \* Yes
- \* No

**Q70.** 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: Tier 1 Partners cannot use the GLOQ tool so you would need to use OCA.

- \* Yes
- \* No

**Q71.** Is this a benefit you can use a business case tool to show customers with a custom solution?

Solution: Savings compared to Cisco's as-a-Service solution

- \* Yes
- \* No

**Q72.** is this a reason to position HPE GreenLake cloud services for a customer?

Solution: The customer is seeking cloud services, but delivered in a colocation environment.

- \* Yes
- \* No

**Q73.** Does this business goal align with the value of an HPE GreenLake solution?

Solution: preserve capital with a different consumption model.

- \* Yes
- \* No

**Q74.** 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 as Microsoft Azure Stack.

- \* Yes
- \* No

**Q75.** 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.

- \* Yes
- \* No

**Q76.** Does HPE offer this service under the monitoring level of HPE Adaptive Management Services?

Solution: backup and restore services

- \* Yes
- \* No

**Q77.** 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 include their margin uplift to the unit pricing.

- \* Yes
- \* No

**Q78.** Is this a true statement about Excel Business Case tool outputs?

Solution: HPE GreenLake calculations are based on averages from large enterprise customers.

- \* Yes
- \* No

**Q79.** Is this a step in the Change Order Process?

Solution: HPE Delivery or the HPE partner identifies a need for growth.

- \* Yes
- \* No

**Q80.** You are helping guide your customer through the HPE GreenLake delivery process. The customer wants to start using their new GreenLake solution as quickly as possible is this a factor that can increase the the amount of time before services will be up and running?

Solution: The customer did not agree to billing for a panel montn in the SOW.

- \* Yes
- \* No

**Q81.** Is this a service that HPE partners can deliver on behalf of HPE for HPE GreenLake solutions?

Solution: HPE Cloud Consulting Services.

- \* Yes
- \* No

**Q82.** You recommend HPE GreenLake Management services (GMS) lo a customer, but the customer wonders if these services are realty 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

- \* Yes
- \* No

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