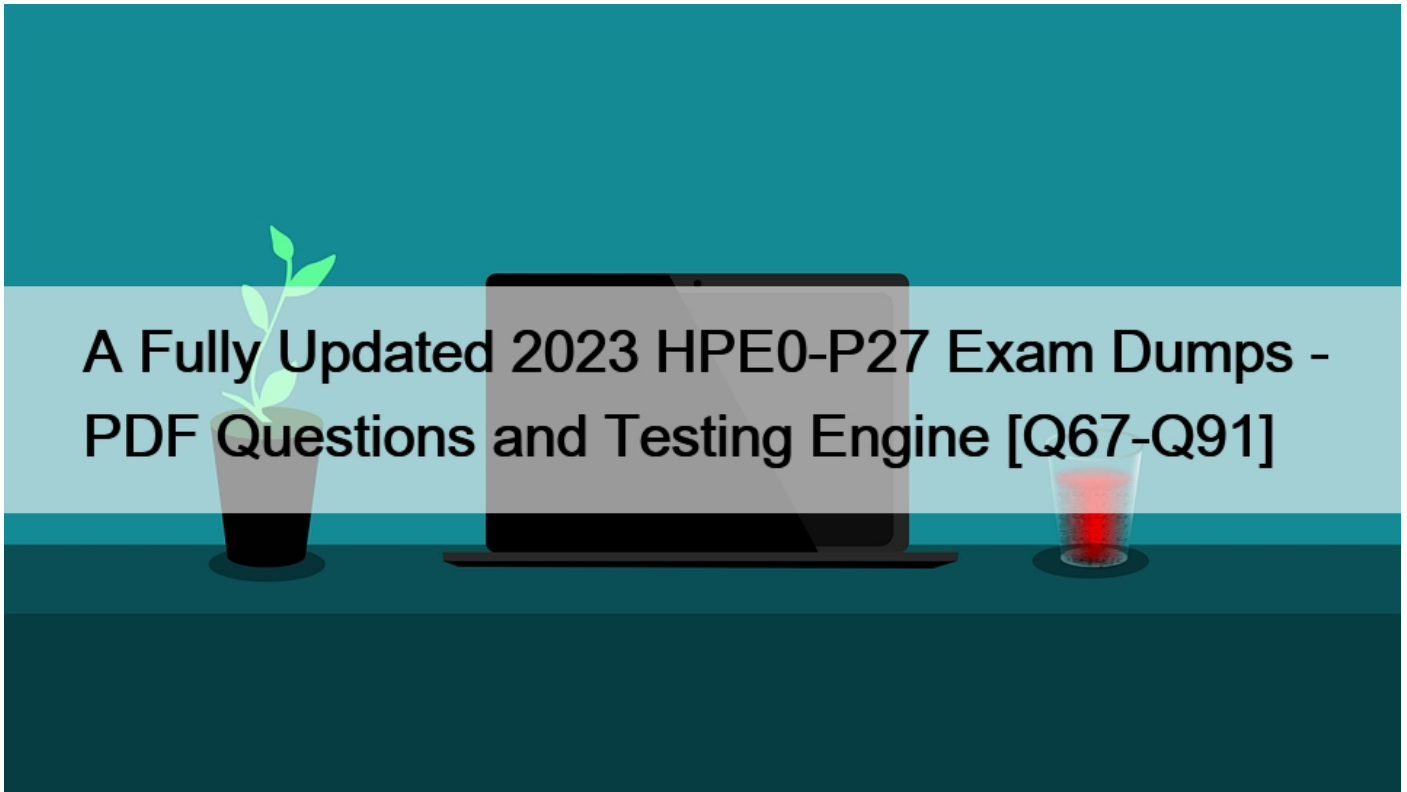


A Fully Updated 2023 HPE0-P27 Exam Dumps - PDF Questions and Testing Engine [Q67-Q91]



A Fully Updated 2023 HPE0-P27 Exam Dumps - PDF Questions and Testing Engine Easy Success HP HPE0-P27 Exam in First Try NO.67 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.

- * Yes
- * No

NO.68 Is this a service that HPE partners can deliver on behalf of HPE for HPE GreenLake solutions?

Solution: HPE Cloud Consulting Services.

- * Yes
- * No

NO.69 is this statement true?

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

- * Yes
- * No

NO.70 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.

- * Yes
- * No

NO.71 is this a feature of the Solution sates Enablement Toolkit (SSET)?

Solution: It makes adding an End BOM easy by automatically copying Start BOM fields

- * Yes
- * No

NO.72 is this person heavily involved In the implementation and delivery process that occurs after the formal solution Is approved?

Solution: The Distributor

- * Yes
- * No

NO.73 is this a way mat customers benefit from HPE GreenLake for Storage solutions?

Solution: Customers get faster return on investment using software-defined storage (SDS) based on HPE Apollo.

- * Yes
- * No

NO.74 Is an HPE partner responsible for completing this task in the HPE GreenLake sales process?

Solution: Ensure customer agreement to a multi-year term of at least three years for the HPE GreenLake services.

- * Yes
- * No

NO.75 Does this correctly describe the HPE consumption Analytics Portal (CAP)?

Solution: it helps customers troubleshoot workload or application issues.

- * Yes
- * No

NO.76 Can HPE GreenLake help IT achieve this goal?

Solution: Adopt a consumption model with shorter procurement cycles.

- * Yes
- * No

NO.77 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

NO.78 is this about the SOW Order Form output from the GLQQ tool?

Solution: It provides an explanation of assumptions and responsibilities.

- * Yes
- * No

NO.79 Does this correctly describe how HPE GreenLake Lighthouse fits in the HPE GreenLake portions?

Solution: Lighthouse will help HPE deliver HPE GreenLake services at scale by defining standard, modular solution building blocks.

- * Yes
- * No

NO.80 Is this a correct statement about discounts for HPE GreenLake solutions?

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

- * Yes
- * No

NO.81 Does this business goal align with the value of an HPE GreenLake solution?

Solution: preserve capital with a different consumption model.

- * Yes
- * No

NO.82 Is this a benefit of HPE GreenLake Lighthouse for partners?

Solution: It reduces configuration complexity and lets customers deploy multiple services on one platform.

- * Yes
- * No

NO.83 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

NO.84 Can customers use HPE GreenLake to achieve this business goal?

Solution: Free IT resources to focus on innovation.

- * Yes
- * No

NO.85 You have qualified a customer for the Swift sales program and entered the solution into the GLQQ tool is this the next step in the sales process?

Solution: Complete the change order process to offer a complete HPE GreenLake solution

- * Yes
- * No

NO.86 You are designing a custom HPE GreenLaKe solution and have created solution BOMs.

is this the next step in the process?

Solution: Obtain the 1st price OCA files from the Distributor

- * No
- * Yes

NO.87 is this when to use the Solution Assessment Foundry (SAF)?

Solution: Discovery for storage customers

- * Yes
- * No

NO.88 You are designing a custom HPE GreenLake solution and have created solution BOMs.

Is this the next step in the process?

Solution: Apply discounts to the line pricing in the BOMs.

- * Yes
- * No

NO.89 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.”

- * Yes
- * No

NO.90 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

NO.91 You are designing a custom HPE GreenLake solution for a customer who needs a virtual desktop infrastructure (VDI) platform.

Is this a guideline you should follow to determine the solution components to include? Solution: Avoid mixing different families of HPE products, such as Synergy and Primera.

- * Yes
- * No

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