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Question 1

Question Type: MultipleChoice

You are presenting an HPE GreenLake for private Cloud Enterprise solution to a CFO.

Which financial key performance indicator (KPI) can you show via GreenLake Central?

Options:

A- ROI

B- TCO

C- Net present value

D- Metered charges

Answer:

D

Explanation:

HPE GreenLake for Private Cloud Enterprise is a cloud service that delivers a fully managed private cloud experience for bare metal, containers, and virtual machines in your private environment¹. It offers a public cloud-like operating model with pay-per-use pricing, self-service provisioning, and consumption analytics¹.

One of the financial key performance indicators (KPIs) that you can show via GreenLake Central, the online portal for managing and optimizing your HPE GreenLake services, is metered charges. Metered charges are the actual costs incurred by your usage of the HPE GreenLake for Private Cloud Enterprise service, based on the resources you consume and the service level agreement you choose². Metered charges are calculated and billed monthly, and you can view them in real time via GreenLake Central².

Metered charges are an important financial KPI for a CFO, as they reflect the value and efficiency of the HPE GreenLake for Private Cloud Enterprise service. By showing metered charges via GreenLake Central, you can demonstrate how the service aligns the costs with the outcomes, reduces the upfront capital expenditure, and optimizes the cash flow of the business³. You can also compare the metered charges with the budgeted charges, which are the estimated costs based on the initial capacity and service level agreement, to show the variance and savings achieved by the service².

The other options, such as ROI, TCO, and net present value, are not financial KPIs that you can show via GreenLake Central. ROI (return on investment) is a ratio that measures the profitability of an investment relative to its cost⁴. TCO (total cost of ownership) is a measure of the direct and indirect costs associated with acquiring and operating an asset or a service over its lifetime⁵. Net present value is a measure of the current value of a future stream of cash flows, discounted by a certain interest rate⁶. These are all useful financial metrics for evaluating the HPE GreenLake for Private Cloud Enterprise service, but they are not directly available or calculated via GreenLake Central. They require additional data and analysis from other sources, such as financial statements, market research, or industry benchmarks.

1: HPE GreenLake for Private Cloud Enterprise

2:HPE GreenLake for Private Cloud Enterprise: Scaling and orchestrating modern applications for the enterprise

3:HPE GreenLake: The cloud that comes to you

4: Return on Investment (ROI) Definition

5: Total Cost of Ownership (TCO) Definition

6: Net Present Value (NPV) Definition

Question 2

Question Type: MultipleChoice

Your customer has the following concerns about your dHCI proposal:

The extended lead times for some parts of the solution do not meet their Project timelines.

They do not have sufficient IT resources to deploy a new solution.

They are struggling with the initial cost outlay.

Which solution addresses all three of their concerns?

Options:

- A-** Use the HPE TCO and ROI calculator to develop a compelling business case that highlights the value proposition as well as essential financial metrics that are important to the customers.
- B-** Use the HPE Assessment Foundry to find ways to lower the amount of storage needed. Use the results of the reports to use cheaper drives in the storage array. Also HPE Pointnext services for installation.
- C-** Rebuild the solution in OCA, and look for opportunities in the tool to replace long lead time components with similar components that have shorter lead times. Also with your sales team to revise the cost of the solution to meet customer needs.
- D-** Rebuild your solution using the HPE GreenLake Quick Quote tool. With HPE GreenLake, the solution can be delivered in as little as 14 days, GreenLake solution deployed by HPE, and the solution is billed monthly.

Answer:

D

Explanation:

The solution that addresses all three of the customer's concerns is D. Rebuild your solution using the HPE GreenLake Quick Quote tool. With HPE GreenLake, the solution can be delivered in as little as 14 days, GreenLake solution deployed by HPE, and the solution is billed monthly. This is because HPE GreenLake is a cloud service that delivers on-premises or edge solutions with a pay-per-use pricing model, flexible capacity, and fully managed services. HPE GreenLake offers the following benefits for the customer:

[It reduces the lead time for the solution delivery, as HPE GreenLake can provide ready-to-ship solutions in 14 days or less, depending on the availability and complexity of the solution¹².](#)

It lowers the IT resources required to deploy and manage the solution, as HPE GreenLake provides end-to-end services, including installation, configuration, monitoring, backup, patching, and tuning of the solution, freeing up the customer's IT staff to focus on value-added activities¹³.

It alleviates the initial cost outlay, as HPE GreenLake charges the customer only for the actual usage of the solution, avoiding upfront capital expenses and overprovisioning or underutilization of resources¹⁴.

The other options do not address all three of the customer's concerns because:

A) Use the HPE TCO and ROI calculator to develop a compelling business case that highlights the value proposition as well as essential financial metrics that are important to the customers. This option may help the customer understand the long-term benefits and savings of the solution, but it does not address the customer's immediate concerns of lead time, IT resources, and initial cost outlay. The customer may still face delays, complexity, and upfront expenses with the solution⁵.

B) Use the HPE Assessment Foundry to find ways to lower the amount of storage needed. Use the results of the reports to use cheaper drives in the storage array. Also HPE Pointnext services for installation. This option may help the customer optimize the storage capacity and performance of the solution, as well as simplify the installation process, but it does not address the customer's concerns of lead time and initial cost outlay. The customer may still face long delivery times for some components of the solution, and may have to pay a high upfront price for the solution and the services⁶⁷.

C) Rebuild the solution in OCA, and look for opportunities in the tool to replace long lead time components with similar components that have shorter lead times. Also with your sales team to revise the cost of the solution to meet customer needs. This option may help the customer reduce the lead time and the initial cost outlay of the solution, but it does not address the customer's concern of IT resources. The customer may still have to allocate significant IT resources to deploy and manage the solution, and may compromise on the quality or performance of the solution by replacing some components⁸.

[HPE GreenLake -- Cloud Services for Your Entire Estate](#)

[HPE GreenLake Quick Quote](#)

[HPE GreenLake Management Services](#)

[HPE GreenLake Central](#)

[HPE TCO and ROI Calculator](#)

[HPE Assessment Foundry](#)

[HPE Pointnext Services](#)

[HPE One Config Advanced \(OCA\)](#)

Question 3

Question Type: MultipleChoice

Your customer needs to deploy compute infrastructure in a harsh environment with inlet temperatures exceeding ASHRAE Class4, up to 55 degrees C.

Which HPE compute offering should you recommend?

Options:

- A- HPE Apollo 6500 Gen10 Plus
- B- HPE ProLiant DL380 Den10 Plus
- C- HPE Edgeline 8000
- D- HPE ProLiant DL380 Gen10 Plus Carrier Grade

Answer:

C

Explanation:

HPE Edgeline 8000 is a ruggedized and modular edge system that delivers high performance, availability, and scalability for compute-intensive workloads in harsh environments. HPE Edgeline 8000 supports up to 16 blades with Intel Xeon Scalable processors, up to 1.5TB of memory per blade, and up to 48TB of storage per system. HPE Edgeline 8000 also offers integrated networking, security, and management features, as well as optional GPU and FPGA acceleration. HPE Edgeline 8000 can operate in temperatures ranging from -10C to 55C, exceeding the ASHRAE Class4 standard¹². Reference: [HPE Edgeline 8000 | HPE Store US](#), [HPE Edgeline 8000 - Data Sheet](#)

Question 4

Question Type: MultipleChoice

Due to legal restriction to some geographies, which feature is excluded from HPE StoreOnce demonstration license?

Options:

- A- Catalyst Store
- B- Trusted Platform Module
- C- encryption
- D- federated management

Answer:

C

Explanation:

HPE StoreOnce demonstration license is a temporary license that enables StoreOnce Catalyst and Replication features for 90 days. However, due to legal restrictions in some countries, the encryption feature is excluded from the demonstration license. Encryption is a feature that protects data at rest on StoreOnce systems by using AES-256 encryption algorithm. To use encryption, a separate license must be purchased and applied to the StoreOnce system. Encryption is not available in the following countries: Belarus, Burma, China, Cuba, Iran, North Korea, Sudan, Syria, and Venezuela. Reference: [Licensing problems | HPE StoreOnce 2xxx - 5xxx System User Guide for StoreOnce software version 3.18.x](#), [HPE StoreOnce Networking Licenses | HPE Store US](#)

Question 5

Question Type: MultipleChoice

You are presenting an HPE GreenLake for Private Cloud Enterprise proposal.

Which of the following statements is true?

Options:

- A- It only supports containerized workloads.
- B- It only supports virtualization workloads.
- C- It can support both containerized and virtualization workloads at the same time.
- D- It can support either containerized or virtualization workloads, but not at the same time.

Answer:

C

Explanation:

HPE GreenLake for Private Cloud Enterprise is a fully managed cloud service that delivers a consistent cloud experience across bare metal, containers, and virtual machines (VMs) in the customer's private environment. It supports both containerized and virtualization workloads at the same time, enabling customers to run any application or mission-critical workload on the platform of their choice. It also provides self-service access, automation, consumption analytics, and enterprise-grade SLAs for the entire lifecycle of the service.¹²³Reference:

[HPE GreenLake for Private Cloud Enterprise](#)

[HPE GreenLake Advances Hybrid Cloud Experience with Modern Private Cloud and New Cloud Services](#)

[Addressing hybrid cloud application challenges using HPE GreenLake for Private Cloud Enterprise](#)

Question 6

Question Type: DragDrop

Match each Data Center Bridging (DCB) protocol component with its description.

DCB protocol component

Description

Answer: APP

Communicates key parameters between DCB-capable devices.

Question 7

ETS

Enables control over how much bandwidth can be used on a conventional link.

Question Type: MultipleChoice

DCBX

Helps to ensure that Ethernet can provide the lossless delivery of FCoE.

What is the correct method to calculate incremental cash flow?

PFC

Provides instructions to CNA about application-to-CoS mapping.

Options:

- A- Subtract projected decrease in revenue or increase in costs from the initial investment.
- B- Divide the increase in revenue by the time needed to offset the IT investment.
- C- Multiply the increase in revenue by the time needed to offset the IT investment.
- D- Subtract projected increase in revenue or decrease in costs from the initial investment.

Answer:

D

Explanation:

Incremental cash flow is the difference between the cash flow of a project with the investment and the cash flow of the same project without the investment. It represents the net change in cash flow that results from making the investment. The correct method to calculate incremental cash flow is to subtract projected increase in revenue or decrease in costs from the initial investment. This method captures the additional cash inflows and outflows that are attributable to the investment, and excludes any cash flows that are unrelated to the investment. Incremental cash flow can help you evaluate the profitability and feasibility of an IT investment by comparing it to the required rate of return or the payback period. Reference: HPE Edge-to-Cloud Solutions - Self-Directed Lab, HPE Edge-to-Cloud Solutions - Official Certification Study Guide, Incremental Cash Flow Definition, How to Calculate Incremental Cash Flow

Question 8

Question Type: MultipleChoice

Which tool is available to help you to engage with the customer to present the economic impact of an HPE GreenLake solutions?

Options:

A- HPE GreenLake Estimator

- B-** HPE Assessment Foundry
- C-** HPE GreenLake Quick Quote
- D-** HPE GreenLake Central

Answer:

A

Explanation:

The HPE GreenLake Estimator is a tool that helps you to generate pricing estimates for various HPE GreenLake cloud services and workloads, based on your customer's specific needs and parameters. The tool allows you to define your workload, review suggested configurations, fine-tune your specifications, and receive an email with your estimate. The tool also provides you with a comparison of the total cost of ownership (TCO) between HPE GreenLake and traditional IT models, as well as the potential savings and benefits of choosing HPE GreenLake. The HPE GreenLake Estimator is a useful tool to engage with your customer and present the economic impact of an HPE GreenLake solution, as well as to initiate the process of creating a formal quote. Reference: <https://paths.ext.hpe.com/c/hpe-greenlake-for-backup-and-recovery-cost-estimator?x=pd4vnk>

https://www.hpe.com/psnow/resources/ebooks/a00092451en_us_v36/Pricing-estimates-and-quotes-for-services.html

<https://www.servercomputeworks.com/pricing.asp>

Question 9

Question Type: MultipleChoice

A customer wants to implement a solution that doesn't limit any future operational expenditures.

Which type of solution should you choose and why?

Options:

- A-** A hybrid solution because moving workloads into the cloud always reduce total cost.
- B-** A hybrid solution as the expenditure model is simple.
- C-** A Cloud solution with a pay-per-use model with on-demand scaling of resources.
- D-** A traditional solution works best because it takes no capital expenditure to deploy.

Answer:

C

Explanation:

A cloud solution with a pay-per-use model allows the customer to pay only for the resources they consume, such as compute, storage, network, or software services¹.

A cloud solution with a pay-per-use model also enables the customer to scale up or down their resources on-demand, depending on their workload and performance needs¹.

A cloud solution with a pay-per-use model can help the customer reduce their operational expenditures (OPEX) by eliminating the need for upfront capital investments, maintenance costs, and overprovisioning of resources¹.

A hybrid solution, which combines cloud and on-premises resources, may not always reduce the total cost of ownership, as it depends on the workload characteristics, the cloud pricing model, and the integration and management complexity².

A hybrid solution may also have a more complicated expenditure model, as it involves both OPEX and CAPEX, and requires careful planning and optimization of the resource allocation and utilization².

A traditional solution, which relies on on-premises hardware and software, requires a high capital expenditure (CAPEX) to deploy, as well as ongoing maintenance, upgrade, and support costs³.

A traditional solution also limits the customer's flexibility and agility, as they have to deal with fixed and finite resources, and longer provisioning and deployment cycles³.

The references are:

1:Cloud Computing Pricing Models2:Hybrid Cloud Cost Optimization3:Cloud vs On-Premise Software Comparison

Question 10

Question Type: MultipleChoice

Which components are part of HPE GreenLake Data Protection. (Choose two.)

Options:

- A- Application mobility
- B- Disaster recovery
- C- Azure blob backup
- D- CSI plugin
- E- Object gateway

Answer:

B, C

Explanation:

HPE GreenLake Data Protection is a cloud service that provides backup and recovery solutions for hybrid cloud environments. It enables customers to protect their data from edge to cloud, with rapid recovery on premises or low-cost archiving in the cloud. It also

offers ransomware protection, data mobility, and data analytics capabilities¹.

Two of the components that are part of HPE GreenLake Data Protection are:

Disaster recovery: HPE GreenLake Data Protection offers disaster recovery as a service (DRaaS) based on Zerto, a leading platform for cloud data management and protection². DRaaS enables customers to replicate and recover their data and applications across different sites, regions, or clouds in minutes, with minimal data loss and downtime. DRaaS also provides orchestration, automation, and testing tools to simplify and streamline the disaster recovery process².

Azure blob backup: HPE GreenLake Data Protection supports Azure blob backup, which allows customers to backup their data to Azure Blob Storage, a scalable and cost-effective cloud storage service³. Azure blob backup can be used for long-term retention, compliance, or archival purposes, as well as for restoring data to Azure or on-premises environments. Azure blob backup also leverages deduplication, compression, and encryption technologies to optimize the backup performance and security³.

The other options, such as application mobility, CSI plugin, and object gateway, are not components of HPE GreenLake Data Protection. Application mobility is a feature of Zerto that enables customers to migrate their applications across different platforms, such as VMware, Hyper-V, AWS, Azure, or Google Cloud, without disruption or data loss⁴. CSI plugin is a container storage interface plugin that enables customers to provision and manage persistent storage for their containerized applications using HPE storage solutions. Object gateway is a component of HPE Ezmeral Data Fabric, a data platform that provides a unified and secure data layer for analytics, AI, and cloud-native applications.

1:HPE GreenLake for Data Protection

2:HPE GreenLake for Disaster Recovery

3:HPE StoreOnce Cloud Bank Storage

4:Zerto Application Mobility

: [HPE CSI Driver for Kubernetes]

: [HPE Ezmeral Data Fabric]

Question 11

Question Type: DragDrop

Match the Terms left to right

Purchase

Answer:

HPE GreenLake
Services

Customer has significant one-time budget available

Customer owns the assets

Customer requires best TCO

HPE owns the assets

Customer wants a fixed cost per month for a pre-defined set of resources

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