



Free Questions for HPE0-P27 by ebraindumps

Shared by Ballard on 22-07-2024

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Question 1

Question Type: MultipleChoice

is this about the SOW Order Form output from the GLQQ tool?

Solution: It provides an explanation of assumptions and responsibilities.

Options:

A- Yes

B- No

Answer:

A

Question 2

Question Type: MultipleChoice

is this about the SOW Order Form output from the GLQQ tool?

Solution: It is developed with Distributor approval

Options:

A- Yes

B- No

Answer:

A

Question 3

Question Type: MultipleChoice

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

Solution: Savings from services

Options:

A- Yes

B- No

Answer:

A

Question 4

Question Type: MultipleChoice

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

Options:

A- Yes

B- No

Answer:

A

Question 5

Question Type: MultipleChoice

Does this correctly describe HPE GreenLake for VMs?

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

Options:

A- Yes

B- No

Answer:

A

Question 6

Question Type: MultipleChoice

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."

Options:

A- Yes

B- No

Answer:

A

Question 7

Question Type: MultipleChoice

is this something that must be done before order booking?

Solution: partner and Distributor add markup.

Options:

A- Yes

B- No

Answer:

A

Question 8

Question Type: MultipleChoice

is this something that must be done before order booking?

Solution: Transition manager confirms site readiness

Options:

A- Yes

B- No

Answer:

A

Question 9

Question Type: MultipleChoice

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

Options:

A- Yes

B- No

Answer:

A

Question 10

Question Type: MultipleChoice

is this an example of a unit of measure mal is metered by HPE for usage each month?

Solution: Core

Options:

A- Yes

B- No

Answer:

A

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