



Free Questions for HPE0-P27 by dumpsheet

Shared by Campbell on 24-05-2024

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Question 1

Question Type: MultipleChoice

You have just finished using the Storage Assessment Foundry (SAF) and NinjaSTARS. is this a next step you could take depending on what information you gained from the tool?

Solution: Begin the Opportunity Review process.

Options:

A- Yes

B- No

Answer:

A

Question 2

Question Type: MultipleChoice

You have qualified a customer for me Swift sales program and entered the solution into the GLQO tool.

is this the next step in the sales process1?

Solution: Work with the distributor to create an HPE GreenLake agreement?

Options:

A- Yes

B- No

Answer:

A

Question 3

Question Type: MultipleChoice

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

Options:

A- Yes

B- No

Answer:

B

Question 4

Question Type: MultipleChoice

is this a required component of the SOW? Solution: Indicative pricing

Options:

A- Yes

B- No

Answer:

B

Question 5

Question Type: MultipleChoice

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.

Options:

A- Yes

B- No

Answer:

A

Question 6

Question Type: MultipleChoice

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

Solution: It provides an explanation of assumption and responsibilities.

Options:

A- Yes

B- No

Answer:

B

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