



**Vendor:** HP

**Exam Code:** HPE0-P27

**Exam Name:** Configuring HPE GreenLake Solutions

**Version:** DEMO

#### QUESTION 1

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."

- A. Yes
- B. No

**Answer:** A

#### QUESTION 2

Is this an HPE Financial Service that can help customers fund new investments, such as in HPE GreenLake?

Solution: The Compute as a Service template is designed to support a single, specialized workload such as genomics.

- A. Yes
- B. No

**Answer:** B

#### QUESTION 3

Can customers use HPE GreenLake to achieve this business goal?

Solution: Free IT resources to focus on innovation.

- A. Yes
- B. No

**Answer:** A

**Explanation:**

Reference: [https://www.hpe.com/emea\\_europe/en/services/remote-infrastructure-monitoring.html](https://www.hpe.com/emea_europe/en/services/remote-infrastructure-monitoring.html)

#### QUESTION 4

Is this an advantage of HPE GreenLake over traditional infrastructure?

Solution: aligns cost with use.

- A. Yes
- B. No

**Answer:** A

#### QUESTION 5

Does this challenge push customers to consumption-based IT?

Solution: The need to create strict guidelines for using AI-based applications on the company network.

- A. Yes
- B. No

**Answer:** B

#### **QUESTION 6**

Is this statement true?

Solution: HPE GreenLake Quick Quote tool benefits outputs are calculated using the Forrester Consulting Total Economic Impact study.

- A. Yes
- B. No

**Answer:** A

**Explanation:**

Reference: <https://tools.totaleconomicimpact.com/go/hpe/greenlake/index.html>

#### **QUESTION 7**

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 GreenLake helps companies optimize the procurement cycle and align cost to usage.

- A. Yes
- B. No

**Answer:** A

**Explanation:**

Reference: <https://www.checkmark-it.com/partners/hewlett-packard-enterprise/hpe-greenlake>

#### **QUESTION 8**

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.

- A. Yes
- B. No

**Answer:** A

**Explanation:**

Reference: [https://www.hpe.com/emea\\_europe/en/services/asset-lifecycle.html](https://www.hpe.com/emea_europe/en/services/asset-lifecycle.html)

**QUESTION 9**

Is this a correct statement about HPE GreenLake workload templates?

Solution: The SAP HANA template is designed for customers requiring high performance and low latency for data processing and analytics.

- A. Yes
- B. No

**Answer: B**

**QUESTION 10**

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 Microsoft Azure Stack.

- A. Yes
- B. No

**Answer: A**

**Explanation:**

Reference: [https://www.hpe.com/emea\\_europe/en/solutions/cloud/azure-hybrid-cloud.html](https://www.hpe.com/emea_europe/en/solutions/cloud/azure-hybrid-cloud.html)

**QUESTION 11**

Is this a recommended way to create an end BOM for a custom HPE GreenLake solution?

Solution: Include an Installation and Startup service.

- A. Yes
- B. No

**Answer: B**

**QUESTION 12**

Does this correctly describe service components of a custom HPE GreenLake solution?

Solution: The solution includes installation services.

- A. Yes
- B. No

**Answer: A**

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