



Free Questions for HPE0-P27 by certsinside

Shared by Mccoy on 15-04-2024

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Question 1

Question Type: MultipleChoice

is me Partner Sales Representative primarily responsible for this task?

Solution: Capacity monitoring

Options:

A- Yes

B- No

Answer:

A

Question 2

Question Type: MultipleChoice

is this a feature of the Solution sates Enablement Toolkit (SSET)?

Solution: It uses Element APIs for full Life Cycle Operations.

Options:

A- Yes

B- No

Answer:

A

Question 3

Question Type: MultipleChoice

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

Options:

A- Yes

B- No

Answer:

A

Question 4

Question Type: MultipleChoice

For a custom solution, Is this when the partner and distributor add markup to the unit or consumption?

Solution: Before Start and End BOMs are built.

Options:

A- Yes

B- No

Answer:

A

Question 5

Question Type: MultipleChoice

For a custom solution, Is this when the partner and distributor add markup to the unit of consumption?

Solution: After HPE creates units of consumption pricing and sends to the Distributor of Tier 1 Partner.

Options:

A- Yes

B- No

Answer:

A

Question 6

Question Type: MultipleChoice

is this a reason to position HPE GreenLake cloud services for a customer?

Solution: The customer is seeking cloud services, but delivered in a colocation environment.

Options:

A- Yes

B- No

Answer:

A

Question 7

Question Type: MultipleChoice

is this a reason to position HPE GreenLake cloud services for a customer?

Solution: You have scoped the deal at about US \$100K. and you want to act quickly to secure the deal.

Options:

A- Yes

B- No

Answer:

B

Question 8

Question Type: MultipleChoice

is this partner ready to use the GLOQ tool?

Solution: The Partner has sized the solution and determined which workloads services, and capacity requirements the customer has The partner only needs to discuss business objectives with the CIO.

Options:

A- Yes

B- No

Answer:

A

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