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Question 1

Question Type: MultipleChoice

is this a way to ensure that an HPE GreenLake solution aligns with a customers present and future requirements?

Solution: Ensure the End BOM reflects the finalized solution design that the customer wants delivered on Day One

Options:

A- Yes

B- No

Answer:

A

Question 2

Question Type: MultipleChoice

is this person heavily involved In the implementation and delivery process that occurs after the formal solution Is approved?

Solution: The Distributor

Options:

A- Yes

B- No

Answer:

A

Question 3

Question Type: MultipleChoice

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

Solution: The solution includes installation services

Options:

A- Yes

B- No

Answer:

B

Question 4

Question Type: MultipleChoice

is this a feature or service that comes with a Swift sales program solution?

Solution: Installation of hardware and metering

Options:

A- Yes

B- No

Answer:

A

Question 5

Question Type: MultipleChoice

is this a way that customers benefit from HPE GreenLake for Storage solutions?

Solution: Customers can keep their data on-prem. but still enjoy cloud-like pay-per-use spending

Options:

A- Yes

B- No

Answer:

A

Question 6

Question Type: MultipleChoice

is this a way that customers benefit from HPE GreenLake for Storage solutions?

Solution: Customers get faster return on investment using software-defined storage (SDS) based on HPE Apollo.

Options:

A- Yes

B- No

Answer:

B

Question 7

Question Type: MultipleChoice

is this task the Partners responsibility when setting up metering for the customer?

Solution: Know how to use the HPE GreenLake Central Partner portal to identify change order needs

Options:

A- Yes

B- No

Answer:

A

Question 8

Question Type: MultipleChoice

is this task the Partners responsibility when setting up metering for the customer?

Solution: Provide training and logins to the customer for HPE GreenLaKe Central and the HPE GreenLake Billing Manager.

Options:

A- Yes

B- No

Answer:

A

Question 9

Question Type: MultipleChoice

You are a Tier 1 Partner using the HPE GreenLake Quick Quote (GLQQ) tool How would your pricing process change if you do not use a distributor?

Solution: You would only need to add your own uplift to the pricing from the GLOO tool Excel output.

Options:

A- Yes

B- No

Answer:

A

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