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Question 1

Question Type: MultipleChoice

is this a reason to position a Swift sales program solution for a customer?

Solution: The customer is looking rot a fast turnaround when acquiring several Nimble arrays.

Options:

A- Yes

B- No

Answer:

A

Question 2

Question Type: MultipleChoice

After assessing the customers data center using SAF, you determine that the virtual machine environment is more complicated than you thought.

how should you reach out to HPE to solve this challenge?

Solution: Contact your Deal Owner or Engagement manager and request a Solution Architect.

Options:

A- Yes

B- No

Answer:

A

Question 3

Question Type: MultipleChoice

After assessing the customers data center using SAF, you determine that the virtual machine environment is more complicated than you thought.

how should you reach out to HPE to solve this challenge?

Solution: Create a new opportunity ID in Saiesforce.com. and form a new team.

Options:

A- Yes

B- No

Answer:

A

Question 4

Question Type: MultipleChoice

is this statement true?

Solution: HPE GreenLake Quick Quote Tool benefits outputs include financial time to market service. and ROI benefits

Options:

A- Yes

B- No

Answer:

A

Question 5

Question Type: MultipleChoice

is this statement true?

Solution: You can promise customers they will see benefits from HPE GreenLake Quick Quote Tool benefits outputs.

Options:

A- Yes

B- No

Answer:

B

Question 6

Question Type: MultipleChoice

is me Partner Sales Representative primarily responsible for this task?

Solution: Building BOMs

Options:

A- Yes

B- No

Answer:

A

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