



Free Questions for [HPE0-P27](#) by [certsdeals](#)

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Question 1

Question Type: MultipleChoice

is this a benefit of the GreenLake continuous Compliance?

Solution: The customer reduces the burden on IT staff by using GreenLake to check firmware and deploy required patches.

Options:

A- Yes

B- No

Answer:

A

Question 2

Question Type: MultipleChoice

You are discussing your customers IT environment after qualifying the company for HPE GreenLake. The customer explains that IT has updated HPE server and storage equipment twice in the last three years Due to business growth and shifts in business practices, it needs to update again.

How should you approach this customer?

Solution: Mention HPE Green Lake Management Services to the customer and talk to an HPE GMS representative to discuss investment strategies with the customer.

Options:

A- Yes

B- No

Answer:

A

Question 3

Question Type: MultipleChoice

Does this information indicate that the customer might be a good candidate for HPE GreenLake?

Solution: The customer experienced little growth last year and does not foresee an increase this year.

Options:

A- Yes

B- No

Answer:

A

Question 4

Question Type: MultipleChoice

Is this a correct way to respond to the displayed HPE GreenLake customer scenario?

Solution: A manufacturer needs powerful IT at the edge; you explain that HPE GreenLake delivers services through the cloud, so capacity is available anywhere the customer needs it.

Options:

A- Yes

B- No

Answer:

A

Question 5

Question Type: MultipleChoice

is this a use case for recommending Right Mix Advisor (RMA) services to a customer?

Solution: To help the customer choose between virtualization platforms

Options:

A- Yes

B- No

Answer:

A

Question 6

Question Type: MultipleChoice

is this a task mat the partner is responsible for during the change order process?

Solution: Identify growth need

Options:

A- Yes

B- No

Answer:

A

Question 7

Question Type: MultipleChoice

is this a task mat the partner is responsible for during the change order process?

Solution: Review BOM with HPE request formal Quote, and then send Quote to HPE

Options:

A- Yes

B- No

Answer:

A

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