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Does this business goal align with the value of an HPE GreenLake solution?

Solution: preserve capital with a different consumption model.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

You are designing a custom HPE GreenLake solution for a customer who needs a virtual desktop infrastructure (VDI) platform.

Is this a guideline you should follow to determine the solution components to include?

Solution: Avoid mixing different families of HPE products, such as Synergy and Primera.

A. Yes

B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this solution component included in all HPE GreenLake deals?

Solution: Monitoring through Adaptive Management Services.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

Is this a true statement about Excel Business Case tool outputs?

Solution: HPE GreenLake calculations are based on averages from large enterprise customers.

- A. Yes
- B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this how you should approach a customer who makes purchasing decisions using total cost of ownership (TCO)?

Solution: Calculate ROI without NPV because this customer does not care about present value.

A. Yes

B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this how you should approach a customer who makes purchasing decisions using total cost of ownership (TCO)?

Solution: Explain the consistent pricing of HPE GreenLake and the control it offers for Finance and Procurement to ensure IT is spending wisely.

- A. Yes
- B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Can HPE GreenLake help IT achieve this goal?

Solution: Expand capacity to meet demands with greater accuracy.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

Can HPE GreenLake help IT achieve this goal?

Solution: Adopt a consumption model with shorter procurement cycles.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

Is this a reason for partners to sell HPE GreenLake solutions rather than traditional HPE solutions?

Solution: to bypass the traditional channel and distributors.

A. Yes

B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this a reason for partners to sell HPE GreenLake solutions rather than traditional HPE solutions?

Solution: to create deeper connections with customers.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

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

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

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

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Can customers use HPE GreenLake to achieve this business goal?

Solution: Free IT resources to focus on innovation.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

Is this an advantage of HPE GreenLake over traditional infrastructure?

Solution: aligns cost with use.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

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

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

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

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

Is this statement true?

Solution: HPE GreenLake Quick Quote tool benefits outputs are more accurate than calculations from the Excel Business Case Tool.

- A. Yes
- B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Does HPE provide this to partners to help them build the business case and proposal for HPE GreenLake core solutions?

Solution: customer requirements list.

A. Yes

B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Does HPE provide this to partners to help them build the business case and proposal for HPE GreenLake core solutions?

Solution: Excel Pricing template.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

Is this a correct statement about discounts for HPE GreenLake solutions?

Solution: For large and highly competitive deals, the HPE GreenLake solution can use escalated pricing following usual processes.

- A. Yes
- B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this a correct statement about discounts for HPE GreenLake solutions?

Solution: HPE applies significant discounts, which it determines internally.

A. Yes

B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this a way to compare HPE GreenLake to traditional capital purchases to show the lower total cost of ownership with HPE GreenLake?

Solution: Explain that with traditional capital purchases, customers cannot respond to demand and risk losing revenue or must overprovision resources.

A. Yes

B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this information you should gather and provide to HPE to qualify a customer for HPE GreenLake?

Solution: How many months it takes from concept to production to provision infrastructure.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

Is this a way that HPE simplifies the HPE GreenLake sales process for partners?

Solution: The HPE Consumption Analytics Portal makes it easy for partners to register and track sales opportunities.

- A. Yes
- B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

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

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

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

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

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

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

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

Suggested Answer: A

Community vote distribution

B (100%)

 **glannoy2** 2 years, 6 months ago

Selected Answer: B

Azure stack never recall during the course

upvoted 1 times

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

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

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

Solution: The solution includes installation services.

- A. Yes
- B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

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

Solution: The solution only includes HPE Pointnext services as partners are not allowed to add their own services.

- A. Yes
- B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

A partner received a Partner SOW from a distributor.

Is this a way partners can alter the Partner SOW to prepare the Customer SOW?

Solution: Partners can include their margin uplift to the unit pricing.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

A partner received a Partner SOW from a distributor.

Is this a way partners can alter the Partner SOW to prepare the Customer SOW?

Solution: Partners can add their own logo.

A. Yes

B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this an HPE GreenLake use case?

Solution: A manufacturer expects little growth over the next eight quarters due to increased competition from other companies.

- A. Yes
- B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

A customer has an HPE GreenLake virtualization solution based on HPE SimpliVity, deployed at the main data center.

Is this a solution change for which you can submit an HPE GreenLake Capacity Increase Change Order?

Solution: In anticipation of a new project, the customer wants to increase capacity at the same site, even though utilization is currently under 90 percent.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

A customer has some questions about the first invoice for an HPE GreenLake solution.

Is this information you should explain?

Solution: The monthly invoice includes billing for variable usage while committed capacity is billed on a quarterly basis.

A. Yes

B. No

Suggested Answer: A

Currently there are no comments in this discussion, be the first to comment!

A customer has some questions about the first invoice for an HPE GreenLake solution.

Is this information you should explain?

Solution: The invoice will include the committed capacity cost even before HPE has set up metering.

A. Yes

B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this a reason to create a custom HPE GreenLake solution as opposed to using the HPE GreenLake Quick Quote tool?

Solution: The customer wants to incorporate an existing environment into an HPE GreenLake solution.

- A. Yes
- B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this a reason to create a custom HPE GreenLake solution as opposed to using the HPE GreenLake Quick Quote tool?

Solution: The customer is a mid-sized company

A. Yes

B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!

Is this a best practice for participating in an HPE Customer Asset Program (CAP) engagement?

Solution: Explain to your customer contacts that they can make whatever redactions they desire before turning information over to you and HPE.

- A. Yes
- B. No

Suggested Answer: B

Currently there are no comments in this discussion, be the first to comment!