

HP Enterprise Solutions

1. 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

Answer(s): A

2. 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

Answer(s): B

3. Is this solution component included in all HPE GreenLake deals?

Solution: Monitoring through Adaptive Management Services.

A. Yes

B. No

Answer(s): A

4. 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

Answer(s): B

5. 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

Answer(s): B

6. 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

Answer(s): B

7. Can HPE GreenLake help IT achieve this goal?

Solution: Expand capacity to meet demands with greater accuracy.

A. Yes

B. No

Answer(s): A

8. Can HPE GreenLake help IT achieve this goal?

Solution: Adopt a consumption model with shorter procurement cycles.

A. Yes

B. No

Answer(s): A

9. 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

Answer(s): B

10. 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

Answer(s): A

11. 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

Answer(s): A

12. 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

Answer(s): B

13. Can customers use HPE GreenLake to achieve this business goal?

Solution: Free IT resources to focus on innovation.

A. Yes

B. No

Answer(s): A

14. Is this an advantage of HPE GreenLake over traditional infrastructure?

Solution: aligns cost with use.

A. Yes

B. No

Answer(s): A

15. 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

Answer(s): B

16. 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

Answer(s): A

17. 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

Answer(s): B

18. 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

Answer(s): B

19. 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

Answer(s): A

20. 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

Answer(s): B
