

Latest Version: 6.0

Question: 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: A

Reference: <https://cdw-prod.adobecqms.net/content/dam/cdw/on-domain-cdw/brands/hewlett-packard-enterprise/hpe-greenlake-flex-capacity-brochure.pdf>

Question: 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: B

Reference: https://www.hpe.com/emea_europe/en/integrated-systems/synergy.html

Question: 3

Is this solution component included in all HPE GreenLake deals?
Solution: Monitoring through Adaptive Management Services.

- A. Yes
- B. No

Answer: A

Reference: <https://www.uniquesolutionsit.com/services/hpe-greenlake-management-services/>

Question: 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: B

Question: 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: B

Reference: https://psnow.ext.hpe.com/doc/a00026222enw?jumpid=in_lit-psnow-red