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Questions**

# HP

## HPE0-P27 Exam

HPE Product Certified

# Questions & Answers

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**Question: 1**

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You have qualified a customer for me Swift sales program and entered the solution into the GLQO tool.

Is this the next step in the sales process1?

Solution: Work with the distributor to create an HPE Green Lake agreement?

- A. Yes
- B. No

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**Answer: A**

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**Question: 2**

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You are working on an HPE GreenLake deal.

Is this part of the HPE team with whom you will directly interact? Solution: HPE Partner Business Manager.

- A. Yes
- B. No

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**Answer: A**

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**Question: 3**

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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

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**Answer: B**

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**Question: 4**

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You are designing a custom HPE GreenLaKe solution and have created solution BOMs.  
is this the next step in the process?

Solution: Obtain the 1st price OCA files from the Distributor

- A. Yes
- B. No

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**Answer: A**

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**Question: 5**

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Is this a service that HPE partners can deliver on behalf of HPE for HPE GreenLake solutions?

Solution: HPE installation and Startup Services.

A. Yes

B. No

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**Answer: B**

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