



Configuring HPE GreenLake Solutions

Exam description

This exam tests your ability to:

- Identify and describe HPE GreenLake solutions
- Design HPE GreenLake Solutions
- Propose HPE GreenLake Solutions

Ideal candidate for this exam

This exam is specifically designed for presales Solutions Architects, Sales Engineers, or individuals in sales and/or presales technical roles who design and configure HPE GreenLake solutions.

Exam contents

This exam has 50 questions.

Advice to help you take this exam

- Complete the training and review all course materials before you take the exam.
- Exam items are based on expected knowledge acquired from job experience, and an expected level of industry-standard knowledge.
- Successful completion of the course alone does not ensure you will pass the exam.
- Read this HPE Exam Preparation Guide and follow its recommendations.
- Visit HPE Press at <https://hpepress.hpe.com> for additional reference materials, including learner guides
- To study for the exam, it is recommended that you download and review the Learner Guide found in the course “Resources” section. The link will take you to HPE Press. You will be prompted to download an e-reader of your choice, so you can download and view the content. The e-reader and Learner Guide are free of charge. Complete the training and review all course materials and documents before you take the exam.

What to Expect with Discrete Option Multiple Choice (DOMC) exams:

This exam uses the DOMC question format. It is quite different than traditional multiple choice exams. It is designed to increase exam fairness, to protect exam integrity, your exam scores and your time.

How is DOMC different?

- Instead of presenting all the answer options together at one time, DOMC questions present answer options one at a time, at random
- When an answer option is presented, you select either Yes or No to indicate if the option is correct or not. This process repeats until the question concludes
- You may see more than one correct option
- You may receive as few as one option for each test question or several options
- Once you move forward, you may not go back and change your response to a previous option

We created an HPE sample test to help you practice using this DOMC test format. During registration, you will be asked to confirm that you have completed the HPE DOMC sample test and understand how this exam will perform.

Become acquainted with DOMC:

HPE DOMC sample test

DOMC FAQs

Exam ID	HPE0-P26
Exam type	Proctored
Exam duration	1 hour 15 minutes
Exam length	50 questions
Passing score	60%
Delivery languages	Brazilian Portuguese, English, Japanese, Latin American Spanish, French

Register for this Exam

You need an HPE Learner ID and a Pearson VUE login and password, <https://www.pearsonvue.com/hpe>

No reference material is allowed at the testing site. This exam may contain beta test items for experimental purposes.

During the exam, you can make comments about the exam items. We welcome these comments as part of our continuous improvement process.

Be sure to complete the supporting resources and review all materials and documents before you take the exam. Successful completion of the supporting resources alone does not ensure you will pass the exam.

Additional study materials

- [Configuring HPE GreenLake Solutions Learner Guide](#)

Objectives

This exam validates that you can:

Percentage of Exam	Sections/Objectives
33%	Identify and describe HPE GreenLake Solutions <ul style="list-style-type: none">• Demonstrate understanding of the HPE GreenLake portfolio with emphasis on HPE GreenLake for partners.• Identify, describe, and demonstrate HPE GreenLake specific tools, such as QuickQuote and OCA.• Identify, sequence, and map out the steps of the HPE GreenLake sales process.• Articulate the HPE GreenLake value proposition.
41%	Design HPE GreenLake Solutions <ul style="list-style-type: none">• Identify the customer’s business objectives.• Identify key service offerings that meet customers’ unique business and technical needs.• Identify and describe key building blocks for HPE GreenLake solutions.• Articulate an HPE GreenLake solution’s business value.• Identify future infrastructure requirements to accommodate customers’ changing needs and help them stay current with technology.• Describe best practices for partnering with HPE and HPEFS to fulfill customer goals and objectives.• Describe customers’ existing environments.• Identify and describe ways to use HPE’s SAF Assessment Foundry Tool.
26%	Propose HPE GreenLake Solutions <ul style="list-style-type: none">• Identify, describe, and map out the steps of the upfront ordering process and engagement rules.• List and describe the steps of the Statement of Work (SOW) and pricing template process.• Describe customer assets and propose strategies for maintaining customer systems that support the customer’s financial and organizational goals.• Articulate and build a business case using QuickQuote outputs and the Business Case Tool.

For more information

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