Hewlett Packard Enterprise

HPE GreenLake Essentials for HPE Presales (internal HPE only)

Exam description

This exam tests HPE internal presales candidates' ability to demonstrate a deep understanding of the technologies and tools used in implementing HPE GreenLake services, including creating, proposing, and supporting HPE GreenLake solutions, articulating the HPE GreenLake value proposition, and understanding customer requirements, needs, and best practices.

Exam ID	HPE0-G02
Exam type	Proctored
Exam duration	1 hour 30 minutes
Exam length	50 questions
Passing score	70%
Delivery languages	Japanese, English

Register for this Exam
You need an HPE Learner ID and a Pearson VUE login and password.

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.

Ideal candidate for this exam

The ideal candidates for this exam are internal HPE professionals who are Presales Architects or work in a related sales or presales technical role. Candidates should have one-to-two years' experience with HPE tools and experience with consultative selling. Candidates should also have an up-to-date understanding of the technologies used in implementing and selling HPE GreenLake services.

Exam contents

This exam has 50 questions. Here are types of questions to expect:
- Multiple choice (multiple responses), scenario based
- Multiple choice (single response), scenario based
- Multiple choice (multiple responses)
- Multiple choice (single response)

Advice to help you take this exam

- Complete the training and review all course materials and documents before you take the exam.
- Exam items are based on expected knowledge acquired from job experience, an expected level of industry standard knowledge, or other prerequisites (events, supplemental materials, etc.).
- Successful completion of the course or study materials alone, does not ensure you will pass the exam.

Read the entire question and consider all options before you answer. If the question includes an exhibit, study the exhibit and read the question again. Select the answer that fully responds to the question. If the question asks for more than one answer, select all correct answers. There is no partial credit.

Objectives

This exam validates that you can:

Percentage of Exam	Sections/Objectives
15%	Validate the opportunity and qualify customers for HPE GreenLake solutions. • Demonstrate understanding of the HPE GreenLake portfolio. • Identify customer's business objectives that would qualify a customer for HPE GreenLake solutions. • Articulate the HPE GreenLake value proposition. • Given a customer scenario, describe in detail the existing environment. .
25%	Identify and describe the options for HPE GreenLake solutions 25% • Identify deviations in the HPE GreenLake sales process based on region/role. • Position key service offerings that meet the customer's unique business and technical needs. • Articulate the solution offering for GLQQ, Swift, custom, or cloud services. • Given a customer scenario, describe best practices for working within HPE (A&PS, HPE GreenLake specialists, solution hub, HPEFS).
40%	Design HPE GreenLake Solutions. • Identify and describe key building blocks for the solution. • Identify current and future infrastructure requirements to accommodate the customer's changing needs and help them stay current with technology. • Describe the process for creating BOMs for custom solutions. • Determine the correct sales process and HPE tools (GLQQ, custom, or cloud services) for customer's unique business and technical needs and help them stay current with technology. • Describe the process for designing GLQQ solutions. • Describe the process for designing HPE GreenLake Cloud Services. • Determine when to use HPE GreenLake Specific tools (tools page). • Describe the process for designing the services component of an HPE GreenLake solution.
20%	Propose HPE GreenLake Solutions. • Describe the quoting and proposal process, including Presales role in setting customer expectations. • List and describe what happens in the steps of the SOW and pricing template process. • Describe the components of the business case. • Describe your role in setting expectations for the post sales process. • Identify and describe the process for building the services and solution design into the price to win.

Sample questions

Sample questions are provided only as examples of question style, format and complexity/difficulty. They do not represent all question types and do not reflect all topic areas. This sample question does not represent a practice test.

1. You have a customer with a virtual environment. The customer is questioning the compute unit price.

   What is one way to explain how pricing is calculated?
   a. Pricing declines as volume increases for all units because the solution can leverage economies of scale on support.

   b. The monthly invoice is always the cost of the reserved capacity.

   c. The cost per compute unit takes into account the percent of RAM as overhead to run the server.

   d. The cost per compute unit is the cost of the server divided by the total amount of RAM in the server.

Answers

This section provides answers to and references for the sample questions.
1. You have a customer with a virtual environment. The customer is questioning the compute unit price.

   What is one way to explain how pricing is calculated?

   a. Pricing declines as volume increases for all units because the solution can leverage economies of scale on support.

   b. The monthly invoice is always the cost of the reserved capacity.

c. The cost per compute unit takes into account the percent of RAM as overhead to run the server.

d. The cost per compute unit is the cost of the server divided by the total amount of RAM in the server.

For more information
Contact our program

Information is as of May 2024, Revision 3