



Configuring HPE GreenLake Solutions (channel partners only)

Exam description

This exam tests the candidate's ability to display competency in the use of HPE GreenLake, including designing and proposing HPE GreenLake solutions.

Ideal candidate for this exam

This credential is targeted to channel partner solution architects who have experience designing and implementing a complex solution and want to validate their skills to design and propose HPE GreenLake solutions. Candidates typically define business needs, propose, and may deploy the solution.

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:

- Validate the opportunity and qualify customers for HPE GreenLake solutions
- Identify and describe the options for HPE GreenLake solutions
- Design HPE GreenLake solutions.
- Propose HPE GreenLake Solutions.

Exam ID	HPE0-P27
Exam type	Proctored
Exam duration	1 hour 30 minutes
Exam length	50 questions
Passing score	72%
Delivery languages	Brazilian Portuguese, English, Japanese, Latin American Spanish

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.

Percentage of Exam	Sections/Objectives
15%	<p>1.0 Validate the opportunity and qualify customers for HPE GreenLake solutions. – optional content</p> <ul style="list-style-type: none"> ● 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 (customer and/or partner). ● Given a customer scenario, describe in detail the existing environment.
25%	<p>2.0 Identify and describe the options for HPE GreenLake solutions</p> <ul style="list-style-type: none"> ● 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 partnering with HPE and HPEFS to fulfill customer goals and objectives.
40%	<p>3.0 Design HPE GreenLake Solutions.</p> <ul style="list-style-type: none"> ● 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. ● Determine the correct sales process and HPE tools (GLQQ, Swift, custom, or cloud services) for customer’s unique business and technical needs ● Describe the process for partners designing GLQQ solutions ● Describe the process for partners designing SWIFT solutions ● Describe the process for partners creating BOMs for custom solutions ● Describe the process for partners designing HPE GreenLake Cloud Services ● Determine how to use HPE GreenLake Specific tools
20%	<p>4.0 Propose HPE GreenLake Solutions.</p> <ul style="list-style-type: none"> ● List and describe what happens in the steps of the SOW and pricing template process. ● Identify customers’ financial services requirements. ● Articulate and build the business case. ● Describe the partner role in setting expectations for the post sales process

For more information

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Information is as of February 2024, Revision 11