

Let's just try stuffing the given ρ into the Φ and ω calculations and see what pops out.
 Note: From Arfken section 1.15

$$\int f(x') \cdot \nabla' \delta(x' - x_0) dx = -\nabla f(x_0) \quad (1)$$

Potential calculation:

$$\Phi(\vec{x}) = \frac{1}{4\pi\epsilon_0} \int \frac{\rho(\vec{x}')}{|\vec{x} - \vec{x}'|} d^3x' \quad (2)$$

$$= -\frac{1}{4\pi\epsilon_0} \int \frac{\vec{p} \cdot \nabla' \delta(\vec{x}' - \vec{x}_0)}{|\vec{x} - \vec{x}'|} d^3x' \quad (3)$$

Now, \vec{p} is not a function of \vec{x}' , so I can pull this out of the integral and do the dot product later.

$$\Phi(\vec{x}) = -\frac{1}{4\pi\epsilon_0} \vec{p} \cdot \int \frac{\nabla' \delta(\vec{x}' - \vec{x}_0)}{|\vec{x} - \vec{x}'|} d^3x' \quad (4)$$

$$= \frac{1}{4\pi\epsilon_0} \vec{p} \cdot \left(\nabla' \frac{1}{|\vec{x} - \vec{x}'|} \Big|_{\vec{x}' = \vec{x}_0} \right) \quad (5)$$

$$= \frac{1}{4\pi\epsilon_0} \vec{p} \cdot \left(\frac{\vec{x} - \vec{x}_0}{|\vec{x} - \vec{x}_0|^3} \right) \quad (6)$$

Which just happens to be the potential of a dipole at \vec{x}_0 .

Energy calculation:

$$W = \int \rho(\vec{x}') \Phi(\vec{x}') d^3x' \quad (7)$$

$$= - \int \vec{p} \cdot \nabla' \delta(\vec{x}' - \vec{x}_0) \Phi(\vec{x}') d^3x' \quad (8)$$

Again, I can pull the \vec{p} out of the integral.

$$W = -\vec{p} \cdot \int \nabla' \delta(\vec{x}' - \vec{x}_0) \Phi(\vec{x}') d^3 x' \quad (9)$$

$$= \vec{p} \cdot (\nabla' \Phi(\vec{x}')|_{\vec{x}'=\vec{x}_0}) \quad (10)$$

$$= -\vec{p} \cdot \vec{E}(\vec{x}_0) \quad (11)$$

Which is the energy of a dipole at \vec{x}_0 .