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Exam : **HP2-H37**

Title : **Selling HP Client Virtualization Solutions**

Vendor : **HP**

Version : **DEMO**

NO.1 Which question is best for discovery and assessment?

- A. Are you interested in thin clients?
- B. Why are you interested in thin clients technology?
- C. Is an HP t\$20 flexible thin client the best product for you?
- D. Do you have more than 30 employees?

Answer: B

NO.2 What is an important customer benefit of thin computing?

- A. The customer can have a wide variety of internal storage choices, including solid state hard drives.
- B. The customer can easily upgrade onboard memory for better application responsiveness.
- C. The customer can perform manageability and support from the data center.
- D. The customer can see more visual real estate via multiple monitor support features.

Answer: B

NO.3 Which thin client advantage offsets the thin client purchase cost for many customers?

- A. Reduction of network bandwidth usage
- B. Reduced use of desk space
- C. Mobility
- D. Conserving IT resources

Answer: A

NO.4 Which feature improves security of HP thin client in configurations?

- A. HP Velocity
- B. Non-OS environment
- C. On-board TPM chip
- D. Expansion slot

Answer: A

Reference:

http://h10010.www1.hp.com/wwpc/pscmisc/vac/us/product_pdfs/HP_t610_Data_Sheet.pdf

NO.5 What is a key concept for selling HP thin clients?

- A. Sell on the HP legacy of unparalleled quality rather than comparing HP to its competitors.
- B. Build value in your services rather than on the product.
- C. Sometimes repurposing PCs is the best solution to get the customer into a client virtualization environment quickly.
- D. Use active listening to help you gain greater insight into your customer's challenges and to strengthen your relationship.

Answer: C

NO.6 Which operating system is included with HP mt41 mobile thin clients?

- A. HPThinpro
- B. Windows Embedded Standard 7E
- C. HP Smart-zero

D. Windows 8 Pro

Answer: B

Reference:

<http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA4-8433ENW>

NO.7 What is a benefit of virtualized clients that is important to end-users?

- A. Simplified management
- B. Lower costs
- C. Fast, PC-like performance
- D. Unprecedented data security

Answer: C

Reference:

<http://www8.hp.com/h20195/v2/getpdf.aspx/4AA5-5283ENN.pdf?ver=1.0>

NO.8 What are some of the customer benefits of thin computing? (Select three.)

- A. More choices of network connectivity
- B. Reduced desktop footprint g improved data security
- C. Increased software capabilities
- D. Increased computing power
- E. Reduced energy consumption

Answer: A,C,E