



HP2-H37^{Q&As}

Selling HP Client Virtualization Solutions

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QUESTION 1

What is client virtualization?

- A. Virtualization hosted by HP for customer clients
- B. A suite of systems that provides all PC-client services and resources, that includes thin-client as the access device
- C. Factory optimized secure Web hosting that uses secure socket layers
- D. The client/server relationship between a standalone computer and the rest of the network environment

Correct Answer: A

QUESTION 2

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

Correct Answer: A

QUESTION 3

You are on an initial sales call with a customer, discussing virtualization. What should you know by the end of the call? {Select two.}

- A. The customer's high-level IT environment/architecture
- B. The issues the customer is trying to solve
- C. How the customer generates profit and the customer's annual gross revenue
- D. The customer's floor space needs for locating a server cluster

Correct Answer: BD

QUESTION 4

What should you do after closing the sale and successfully implementing it?

- A. Present the invoice.



- B. Ask for opportunities to upsell.
- C. Quickly move on to the next customer.
- D. Ask for referrals.

Correct Answer: D

QUESTION 5

What can an HP flexible thin client do that an HP Zero client cannot do?

- A. It can run the HP Smart Zero operating system.
- B. It can run multi-media applications from a remote server.
- C. It can save files on a virtualized hard drive.
- D. It can run the Windows Embedded operating system.

Correct Answer: A

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