



# HP2-H37<sup>Q&As</sup>

Selling HP Client Virtualization Solutions

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### QUESTION 1

Why do HP t3l0 Zero Clients deliver amazing performance and require no patches or updates?

- A. Because the operating system is hard coded into the AMD processor
- B. Because they use hardware-based security for IP packet checking
- C. Because the operating system is refreshed when the system is turned on
- D. Because they use hardware-based decompression technology for PCoIP protocol

Correct Answer: C

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### QUESTION 2

Which use case is a primary use case for an HP flexible thin client?

- A. University student
- B. Video editing workstation
- C. Print server
- D. Digital signage

Correct Answer: C

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### QUESTION 3

What is a key concept for selling HP thin clients?

- A. HP Flexible thin clients are always the best fit to customers in the healthcare industry.
- B. Always ask questions that the customer can answer with a yes or a no.
- C. Create and use discovery and assessment questions to see how ready your customer is to buy thin clients.
- D. Present your sales pitch, and then ask for questions or comments at the end of your speech.

Correct Answer: C

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### QUESTION 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

Correct Answer: A

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#### QUESTION 5

Which factors reduce the total cost of ownership of client virtualization when using HP thin clients instead of using repurposed PCs? (Select three.)

A. The cost of the PC repurposing software

B. VMware software and servers

C. Eliminating operating system support costs

D. Decreasing power consumption

E. Improving security

F. Enabling multiple monitors

Correct Answer: ACE

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