



HP2-H37^{Q&As}

Selling HP Client Virtualization Solutions

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QUESTION 1

Why are thin clients less costly to secure, maintain, and manage compared to PCs?

- A. Because they cost less to buy. yet they provide the same computing power as PCs
- B. because they generate less heat in the working environment
- C. because they include powerful solid state processors and disk drives that are quieter and easier to cool
- D. because the data and applications reside in the secured data center

Correct Answer: A

QUESTION 2

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

QUESTION 3

If a customer has already chosen a client-virtualization software supplier, what should you find out?

- A. Whether they have chosen VMware, Microsoft, or Citrix
- B. Whether they have chosen Microsoft, Sun Microsystems, or Linux
- C. Whether they have chosen PCs, thin clients, or mobile clients
- D. Whether they have chosen Apple Adobe or VMware

Correct Answer: C

QUESTION 4

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

QUESTION 5

Which of the following features differentiates the HP t620 series over the Dell 7000 series thin clients?

- A. WES compatibility
- B. Active thermal management
- C. AMD Quad core CPUs
- D. PCIe slot availability

Correct Answer: B

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