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QUESTION 1

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 2

Why is Dell the closest competitor to HP in the worldwide thin client market?

- A. They purchased Wyse and have renewed their focus on thin client sales.
- B. Other vendors besides HP and Dell have not invested money in building market share in thin client sales.
- C. They have limited their thin client sales to strategic markets, such as education, government, and call centers
- D. They purchased the IBM thin client lineup when IBM decided to focus on enterprise computing only.

Correct Answer: A

QUESTION 3

What is a thin client?

- A. a thin Ultrabook connected to the network
- B. a traditional PC with smaller and thinner physical form
- C. a device with minimal connectivity to connect to Internet
- D. an access appliance (to virtual client) with no moving parts and no local storage

Correct Answer: C

QUESTION 4

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 5

Which type of processors are available in HP t620 and t620 Plus flexible thin clients?

- A. NvidiaTegra
- B. Samsung Exynos
- C. Dual core or quad core
- D. Eight core or sixteen core

Correct Answer: C

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