



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

Selling HP Client Virtualization Solutions

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### QUESTION 1

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

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### QUESTION 2

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 & the customer's annual gross revenue
- D. The customer's floor space needs for locating a server cluster

Correct Answer: BD

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### QUESTION 3

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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### 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

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#### QUESTION 5

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

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