



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

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 3

What is repurposed PC software?

- A. Software taken from a traditional PC and installed on a virtual server
- B. Software taken from a retiring computer and installed on a new computer
- C. A method of converting a traditional PC into a virtual application server
- D. A method of converting a traditional PC to have some attributes of a thin client

Correct Answer: D

QUESTION 4

A healthcare customer states "We are deploying Microsoft, we are less concerned with cost, and we deploy robust custom applications." What is the best HP client virtualization product choice in this situation?

- A. HP Device Manager



- B. HP Smart Zero Clients
- C. HP Flexible thin clients
- D. HP Zero Clients

Correct Answer: C

QUESTION 5

How many monitors can a customer use with an HP t820 flexible thin client?

- A. One
- B. Two
- C. Three
- D. Four

Correct Answer: D

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