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**QUESTION 1**

Which opening question should you ask a manufacturing customer to discover an opportunity?

- A. Do you require durable, reliable PCs that keep production running and can withstand harsh factory environments of dust and debris?
- B. What avenues are you considering to better your businesses reputation? Would you be interested in the latest and greatest devices?
- C. Did you know HP is number one in the world for selling PC and printers?
- D. Are you looking for the HP EliteBook 800/705 G6 series, which are devices powered for business and designed for life?

Correct Answer: A

QUESTION 2

Due to HP's mission to reinvent technology, which "world's first" HP inventions help businesses modernize their working environment? (Choose three.)

- A. world's first fingerprint reader
- B. world's first detachable digital pen
- C. world's first facial scanner
- D. world's first Thunderbolt dock with an audio-conferencing solution
- E. world's first bezel-less screen
- F. world's first outdoor-viewable display in a business convertible
- G. world's first detachable and tablet with an integrated privacy screen

Correct Answer: BDF

QUESTION 3

Your healthcare customer has overburdened IT staff and inadequate IT resources, but they have a growing need to migrate their devices from Microsoft Windows 7 to Windows 10. Which HP DaaS explanation is correct and relevant to this customer?

- A. HP DaaS, which is a complete solution that includes migrating from Microsoft Windows 7 to Windows 10 on all existing PCs.
- B. HP DaaS, which is a solution that combines hardware and premium same day support, proactive management, and services for every stage of the device lifecycle.
- C. HP DaaS, which provides security and additional software to monitor the health of your PC, with reduced costs as all



reporting is done automatically.

D. HP DaaS, which is a complete solution that combines hardware, support, proactive management, and services for every stage of the device lifecycle to optimize IT assets and resources.

Correct Answer: D

Reference: <https://www8.hp.com/us/en/services/daas.html>

QUESTION 4

What does HP offer to customers looking to blend the virtual and physical worlds?

- A. HP Omen fanny pack
- B. HP Multi Jet Fusion 3D Printer
- C. HP Virtual Reality solutions
- D. HP Z8 G4 Workstation

Correct Answer: B

Reference: <https://www.itbusiness.ca/news/how-hp-will-bridge-the-digital-and-physical-worlds-withblended-reality/54458>

QUESTION 5

Why is the HP EliteBook 840 G5 Healthcare Edition Notebook PC a good fit for a hospital?

- A. It has the same durability as the standard HP EliteBook 840 G5 Notebook PC to withstand accidental drops or spills, but it can also be sanitized.
- B. It is ultra-lightweight and has a detachable keyboard, thus making it easy for doctors to carry around.
- C. It is white to match the hospital aesthetics and can be cleaned with bleach.
- D. It has the same collaboration standards as the standard HP EliteBook 840 G5 Notebook PC, but has extra security for patient records.

Correct Answer: D

Reference: <http://h20195.www2.hp.com/v2/getpdf.aspx/4AA7-2103ENUC.pdf>

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