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**QUESTION 1**

Which use case is a primary use case for an HP flexible thin client?

- A. University student
- B. Video editing workstation
- C. Print server
- D. Digital signage

Correct Answer: C

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

QUESTION 3

What is thin computing?

- A. A process of making applications available on mobile devices instead of PCs
- B. A layer in client virtualization that provides the user access into the infrastructure
- C. Desktop computers that have only the minimum features to access the internet
- D. Reducing the PC requirements by adopting cloud services instead of locally installed applications

Correct Answer: B

QUESTION 4

Which question is best for discovery and assessment?

- A. Are you interested in thin clients?



- B. Why are you interested in thin clients technology?
- C. Is an HP t\$20 flexible thin client the best product for you?
- D. Do you have more than 30 employees?

Correct Answer: B

QUESTION 5

How can HP thin clients extend the benefits of client virtualization?

- A. They improve color integrity and increase graphical performance.
- B. They maximize workspace and improve power efficiency up to 80%.
- C. They increase computing power and provide backups of local hard drives.
- D. They decentralize data and extend storage capabilities across desktops.

Correct Answer: D

QUESTION 6

What is included in the pre-work conducted before a sales call?

- A. Interviews with users in the customer's workforce
- B. Engaging the software vendor to build the correct solution
- C. Analysis of the customer's network infrastructure
- D. A review of information about the customer online

Correct Answer: D

QUESTION 7

What does the HP StorageWorks XP Disk Array enable a customer to do?

- A. manage an unlimited number of virtual clients
- B. virtualize nearly 250 petabytes
- C. virtualize nearly 500 desktops
- D. pushes virtual images to thin clients

Correct Answer: B



QUESTION 8

What is one of the key HP messages about HP thin clients\?

- A. HP, as a company, maintains a legacy of quality that surpasses any competitive advantage the competitor might have.
- B. HP consistently maintains a philosophy across its thin client portfolio of quality products at the lowest prices.
- C. HP thin client software solutions offer the best service and capabilities on the market or HP happily refunds the invoiced cost of the product.
- D. HP offers a suite of flexible thin-clients to meet customers\' needs without the confusion of choosing between single-purpose thin clients.

Correct Answer: D

QUESTION 9

What should be the focus of a discussion about re-purposing old PCs versus replacing them with HP thin clients?

- A. Total cost of ownership, cost involving energy efficiency, operations, and manageability of devices
- B. Acquisition costs versus sacrificing the value of the original cost of the PC
- C. The value of a PC and its peripherals versus the cost of a new HP thin client
- D. The ability to use Web Services for an operating system streaming situation

Correct Answer: C

QUESTION 10

Which situation is an indicator for a need for client-virtualization?

- A. a desire for the latest in video editing technology
- B. network bandwidth limitations
- C. a need for high-level security
- D. a need for big data storage

Correct Answer: D

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