

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

Selling HP Client Virtualization Solutions

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**QUESTION 1**

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 2**

What is the final result of a customer technical evaluation?

- A. Development of ROI reporting criteria
- B. A transformation of the customer's infrastructure
- C. An established rating of performance
- D. Proposal review

Correct Answer: C

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**QUESTION 3**

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

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**QUESTION 4**

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

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## QUESTION 5

What should you do after closing the sale and successfully implementing it?

- A. Present the invoice.
- B. Ask for opportunities to upsell.
- C. Quickly move on to the next customer.
- D. Ask for referrals.

Correct Answer: D

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