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QUESTION 1

What should you offer to a customer with a major pain point of IT management and device maintenance across their organizations?

A. HP Services

B. HP DaaS one-year pack

C. HP Care Pack

D. HP Support Assistant

Correct Answer: B

QUESTION 2

How should you address customer concerns relative to price?

A. by lowering the price with very little margin just secure the deal

B. by explaining that HP has the most secure PCs on the planet, which warrants the higher price

C. by focusing on key areas that show business value and highlight how the HP solution offerings offer best-in-class pricing for the value they deliver

D. by telling them their competitor has just bought some and they don\\'t want to be left behind

Correct Answer: C

Reference: https://www8.hp.com/us/en/hp-information/environment/productsandsolutions.html

QUESTION 3

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

3 / 3

QUESTION 4

How does HP lead the industry with security?

A. by forcing all users to use multi-factor authentication

B. by enforcing policies for all users to regularly update Microsoft Windows and any security programs

C. by providing complete security stack that includes built-in security features

D. by adding digitally-enforced Kensington locks to all devices

Correct Answer: C

Reference: https://h41369.www4.hp.com/taw/article/PR/GB/TAW_001952

QUESTION 5

How do the enhanced and premium HP DaaS plans differ from the standard plan?

A. They isolate web content into a virtual machine or a sandbox, where malware cannot affect other tabs, applications, or the operating system.

B. They provide services to simplify the device lifecycle management, starting with strategic guidance, planning, and design through to deinstallation, sanitization, and recycling services.

C. They provide non-standard SLAs and services to simplify the device end of life (EOL).

D. They provide more analytics, enhanced hardware protection, higher levels of security, and application management.

Correct Answer: D

Reference: https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-0368EEW.pdf

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