

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

Selling HP Client Virtualization Solutions

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## QUESTION 1

What is a thin client?

- A. a thin Ultrabook connected to the network
- B. a traditional PC with smaller and thinner physical form
- C. a device with minimal connectivity to connect to Internet
- D. an access appliance (to virtual client) with no moving parts and no local storage

Correct Answer: C

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## QUESTION 2

What is a benefit of virtualized clients that is important to end-users?

- A. Simplified management
- B. Lower costs
- C. Fast, PC-like performance
- D. Unprecedented data security

Correct Answer: C

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## QUESTION 3

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

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## QUESTION 4

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

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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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**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

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**QUESTION 7**

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 8

Why is Dell the closest competitor to HP in the worldwide thin client market?

- A. They purchased Wyse and have renewed their focus on thin client sales.
- B. Other vendors besides HP and Dell have not invested money in building market share in thin client sales.
- C. They have limited their thin client sales to strategic markets, such as education, government, and call centers
- D. They purchased the IBM thin client lineup when IBM decided to focus on enterprise computing only.

Correct Answer: A

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## QUESTION 9

What are some of the customer benefits of thin computing? (Select three.)

- A. More choices of network connectivity
- B. Reduced desktop footprint and improved data security
- C. Increased software capabilities
- D. Increased computing power
- E. Reduced energy consumption

Correct Answer: ACE

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## QUESTION 10

Which type of processors are available in HP t620 and t620 Plus flexible thin clients?

- A. Nvidia Tegra
- B. Samsung Exynos
- C. Dual core or quad core
- D. Eight core or sixteen core

Correct Answer: C

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