



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

Selling HP Client Virtualization Solutions

**Pass HP HP2-H37 Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.passapply.com/hp2-h37.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





#### QUESTION 1

What is client virtualization?

- A. Virtualization hosted by HP for customer clients
- B. A suite of systems that provides all PC-client services and resources, that includes thin-client as the access device
- C. Factory optimized secure Web hosting that uses secure socket layers
- D. The client/server relationship between a standalone computer and the rest of the network environment

Correct Answer: A

---

#### QUESTION 2

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

---

#### 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

---

#### QUESTION 4



What is the most important aspect of a sales conversation throughout the sale cycle?

- A. Demonstrating active listening because it helps you identify their true needs
- B. Emphasizing HP's standard of quality because your customers need to know why to choose HP over the competition
- C. Focusing on what to say next because it makes you sound like you know what you are talking about
- D. performing a demo of the product because it shows you technically understands how it works

Correct Answer: D

---

#### QUESTION 5

Which of the following features differentiates the HP t620 series over the Dell 7000 series thin clients?

- A. WES compatibility
- B. Active thermal management
- C. AMD Quad core CPUs
- D. PCIe slot availability

Correct Answer: B

[HP2-H37 PDF Dumps](#)

[HP2-H37 VCE Dumps](#)

[HP2-H37 Braindumps](#)