HP2-H37^(Q&As)

Selling HP Client Virtualization Solutions

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QUESTION 1

What is a key concept for selling HP thin clients?

A. Sell on the HP legacy of unparalleled quality rather than companng HP to its competitors.

B. Build value in your services rather than on the product.

C. Sometimes repurposing PCs is the best solution to get the customer into a client virilization environment quickly.

D. Use active listening to help you gain greater insight into your customer\\'s challenges and to strengthen your relationship.

Correct Answer: C

QUESTION 2

Which of the following is the best opportunity for a thin computing solution?

A. A mobile user with unreliable data connectivity

B. A small computing environment with no server infrastructure

C. A high power computing user, such as an animator

D. A public access point with multiple users, such as a library

Correct Answer: D

QUESTION 3

What should be the focus of a discussion about re-purposlng 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 4

What is one of the differences between HP Device Manager and Dell Wyse Device Manager Enterprise Edition?

A. HP Device Manager is fee-based but at a lower rate than Dell Wyse Device Manager Enterprise Edition\\'s rate.

B. Hp Device Manager is always free, while Dell Wyse Device Manager Enterprise Edition is fee-based.

C. HP Device Manager can image a thin client remotely, while Dell Wyse Device Manager Enterprise images thin clients by using a USB key.

D. HP Device Manager manages all HP thin clients, while Dell Wyse Device Manager Enterprise Edition has almost negligible capabilities.

Correct Answer: D

QUESTION 5

Which vendors ally with HP to create a complete client virilization solution?

A. Sun Microsystem, VMware, and Cisco

B. VMware, Microsoft, and Citrix

C. Ubuntu. Citrix. and Sun Microsystems

D. Microsoft, Ubuntu. and Cisco

Correct Answer: A

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