



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

Selling HP Client Virtualization Solutions

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#### QUESTION 1

Which of the following causes is the most likely explanation for why a customer would choose HP over a competitor?

- A. the HP sales representative showed a thorough understanding of the customer's needs and matched a solution to those needs
- B. the HP sales representative described the ways the competitors' products have failed in the past to remove confidence in those products.
- C. the HP sales representative focused on the ROI they have provided to other companies using HP virtualization technology.
- D. the HP sales representative explained how HP has far superior virtualization technology at the most cost effective prices.

Correct Answer: B

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#### QUESTION 2

Which thin client advantage offsets the thin client purchase cost for many customers?

- A. Reduction of network bandwidth usage
- B. Reduced use of desk space
- C. Mobility
- D. Conserving IT resources

Correct Answer: A

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#### QUESTION 3

Which use case is a primary use case for an HP flexible thin client?

- A. University student
- B. Video editing workstation
- C. Print server
- D. Digital signage

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

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

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

Correct Answer: C

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