HP2-H37^{Q&As}

Selling HP Client Virtualization Solutions

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QUESTION 1

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

QUESTION 2

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

QUESTION 3

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 4

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

A. Hp Device Manager resides on a server, while Dell Device Manager is installed on each separate thin client.

B. HP Device Manager works in a push mode, while Dell Device Manager operates in a pull mode.

C. HP Device Manager can configure thin clients to work in push mode or pull mode, while Dell Wyse Device Manager works only in push mode.

D. HP Device Manager can configure any device in the network, while Dell Device Manager configures only zero thin clients.

Correct Answer: A

QUESTION 5

Which optional security feature is available in t820 flexible thin-client?

A. an encrypted solid state hard drive

B. internal USB ports

C. HP case intrusion alarm

D. Common Criteria Certification

Correct Answer: A

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