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

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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

If a customer is undecided on their choice of solution architectures, which stage of the decision process are they in?

A. Shopping for network infrastructure

B. Shopping for a thin client

C. Shopping for a PC operating system

D. Shopping for a solution

Correct Answer: B

## QUESTION 3

What does the HP StorageWorks XP Disk Array enable a customer to do?

A. manage an unlimited number of virtual clients

B. virtualize nearly 250 petabytes

C. virtualize nearly 500 desktops

D. pushes virtual images to thin clients

Correct Answer: B

## QUESTION 4

Which indicator will help you to recommend the correct choice of thin clients?

A. CPU performance requirements

B. Maturity in the market place

C. Concern about environmental impact

D. New in the decision process

Correct Answer: C

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**QUESTION 5**

Why is it important to conduct a discover meeting with your clients?

A. It helps you determine where they are in the process of moving towards client visualization.

B. It provides the perfect opportunity to showcase your client visualization hardware.

C. It helps you show your Knowledge of client-virtualization.

D. It provides an opportunity to talk about HP\\'s integration with industry leading client- virtualization ISVs

Correct Answer: D