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QUESTION 1

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 2

What is an important customer benefit of thin computing?

- A. The customer can have a wide variety of internal storage choices, including solid state hard drives.
- B. The customer can easily upgrade onboard memory for better application responsiveness.
- C. The customer can perform manageability and support from the data center.
- D. The customer can see more visual real estate via multiple monitor support features.

Correct Answer: B

QUESTION 3

According to MarketBridge, what are the top reasons that customers choose thin clients over desktops'?

- A. Cost effectiveness, efficiency, and security
- B. Processing power, connectivity, and storage
- C. Acquisition cost, form factor, and desktop real estate
- D. Absence of fans, power requirements, and multiple monitors

Correct Answer: A

QUESTION 4

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 5

Which type of HP thin client is the HP mt41?

- A. Mobile flexible thin client
- B. Dumb terminal thin client
- C. Zero thin client
- D. Smart zero thin client

Correct Answer: A

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