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QUESTION 1

Your customer spends 40% of time at the office and is looking for a way to quickly connect to existing external monitors. Which accessory would be most useful to add to their HP EliteBook?

- A. HP Hot Desk Stand
- B. HP Docks
- C. HP Wireless Keyboard and Mouse
- D. HPShareboard

Correct Answer: B

QUESTION 2

What should you offer to a customer with a major pain point of IT management and device maintenance across their organizations?

- A. HP Care Pack
- B. HP Services
- C. HP Support Assistant
- D. HP DaaS one-year pack

Correct Answer: B

QUESTION 3

What does the HP Secure Erase do?

- A. It updates and maintains software and security settings across a fleet of PCs and HP Enterprise printers.
- B. It quickly and effectively removes any malware from HP-protected personal systems and printer devices.
- C. It helps with real-time malware protection using deep neural nets, including zero-day attacks.
- D. It permanently destroys sensitive information from hard drives and solid-state drives, so it can never be recovered or compromised.

Correct Answer: D

QUESTION 4

Your customer shares with you that their previous devices were unable to handle demanding software, such as Autodesk 30 Max . Which HP series should you offer?



- A. HP Elite series
- B. HP Business series
- C. HP Pro series
- D. HP Z series

Correct Answer: D

Reference: https://www8.hp.com/hk/en/pdf/hp_autodesk_tcm_187_1531720.pdf

QUESTION 5

How can you Help your worldwide corporate and enterprise customers with stable, consistent images and managed lifecycle transitions?

- A. Offer installation and recycle services.
- B. Offer a product with an HP Care Pack.
- C. Offer a contract for after warranty care.
- D. Offer a product with global series support.

Correct Answer: D

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