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QUESTION 1

If a customer has already chosen a client-virtualization software supplier, what should you find out?

- A. Whether they have chosen VMware, Microsoft, or Citrix
- B. Whether they have chosen Microsoft, Sun Microsystems, or Linux
- C. Whether they have chosen PCs, thin clients, or mobile clients
- D. Whether they have chosen Apple, Adobe, or VMware

Correct Answer: C

QUESTION 2

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 competitor's 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

QUESTION 3

Why is Dell the closest competitor to HP in the worldwide thin client market?

- A. They purchased Wyse and have renewed their focus on thin client sales.
- B. Other vendors besides HP and Dell have not invested money in building market share in thin client sales.
- C. They have limited their thin client sales to strategic markets, such as education, government, and call centers
- D. They purchased the IBM thin client lineup when IBM decided to focus on enterprise computing only.

Correct Answer: A

QUESTION 4

Which question is best for discovery and assessment?



- A. Are you interested in thin clients?
- B. Why are you interested in thin clients technology?
- C. Is an HP t\$20 flexible thin client the best product for you?
- D. Do you have more than 30 employees?

Correct Answer: B

QUESTION 5

What does virtualization mean?

- A. the act of allocating server resources to create a non-physical desktop environment
- B. the act of isolating various applications within an operating system to enable virtual security
- C. the act of creating additional threads in an application to improve computer processing speed
- D. the act of speeding up computer processing through overclocking

Correct Answer: D

QUESTION 6

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 7

What is HP ThinState?

- A. thin-client application for load balancing session state across servers
- B. an HP network optimization tool for thin clients
- C. an HP exclusive thin-client image capture tool (\$) a Microsoft product for managing devices across the enterprise

Correct Answer: B



QUESTION 8

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

QUESTION 9

Why are thin clients less costly to secure, maintain, and manage compared to PCs?

- A. Because they cost less to buy, yet they provide the same computing power as PCs
- B. because they generate less heat in the working environment
- C. because they include powerful solid state processors and disk drives that are quieter and easier to cool
- D. because the data and applications reside in the secured data center

Correct Answer: A

QUESTION 10

What is a benefit of virtualized clients that is important to end-users?

- A. Simplified management
- B. Lower costs
- C. Fast, PC-like performance
- D. Unprecedented data security

Correct Answer: C

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