



**Vendor:** HP

**Exam Code:** HP2-E40

**Exam Name:** HP Visual Collaboration - Sales

**Version:** DEMO

#### QUESTION 1

Your customer is concerned that because it is SVC-based, buying HP Visual Collaboration will lock them into a proprietary solution. How should you respond to this customer? (Select two.)

- A. Tell the customer not to worry; it is not important that the solution interoperate with other endpoints.
- B. Advise the customer that HP is currently participating in several industry organizations that are focused on interoperability.
- C. Explain that HP believes that SVC will become an industry standard, so interoperability will not be an issue.
- D. Tell the customer that all SVC-based endpoints from different vendors interoperate, so this is not an issue.

**Answer:** CD

#### QUESTION 2

You are discussing the HP Visual Collaboration with a potential customer. Which key selling points should you present? (Select two.)

- A. HPVC uses HP proprietary hardware, services, and solutions to provide the best visual experiences company-wide.
- B. HPVC lowers capital costs and simplifies management with a scalable infrastructure.
- C. HPVC reaches anyone face-to-face in LD, without the high cost of proprietary hardware.
- D. HPVC lowers travel costs and improves productivity for the entire workforce.

**Answer:** BD

#### QUESTION 3

In HP Visual Collaboration, how does native rate matching help to conserve bandwidth?

- A. by sending high resolution data only to the devices that support it
- B. by sending low resolution data only to the devices that support it
- C. by sending medium resolution data only to the devices that support it
- D. by sending high bandwidth data only to the devices that support it

**Answer:** D

#### QUESTION 4

What should you do to activate the HPVC Room system if it is in sleep mode?

- A. Disconnect and then reconnect power to the Room appliance
- B. Attach your laptop to the Room appliance using a VGA cable
- C. launch the HPVC Room UI Portal from the Room appliance
- D. Press any button on the Remote Control to display the user interface

**Answer:** D

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