



Vendor: HP

Exam Code: HP2-H32

Exam Name: Selling HP Client Virtualization Solutions

Version: DEMO

QUESTION 1

Which resource is available to help you recommend an HP client virtualization solution that meets the needs of your customer?

- A. HP R&D reference architectures
- B. HP thin client user guides
- C. HP foundational care support
- D. HP total care support

Answer: A

QUESTION 2

What does the auto-sensing technology do in HP smart zero clients?

- A. Automatically maintains multimedia performance and remote protocol user experience
- B. Automatically locates the host server and downloads the latest updates
- C. Automatically senses the ambient lighting and optimizes the monitor settings
- D. Automatically senses the user preferences and preconfigures the host server

Answer: B

Explanation:

http://h10010.www1.hp.com/wwpc/pscmisc/vac/us/product_pdfs/t410_aio_datasheet.pdf(page 2, HP smart zero technology)

QUESTION 3

Once you have identified a customer's need for a client virtualization solution, what is the next step to move the sale forward?

- A. Close the sale, and plan the transition.
- B. Identify the ideal solution to address the customer's pain points.
- C. Offer various levels of customer care support.
- D. Learn about the customer's IT strategies and plans.

Answer: B

QUESTION 4

What is the first of three steps in the competitive sales process?

- A. Learning about your customer
- B. Learning how the competitor sells
- C. The competitor overview
- D. Developing a game plan

Answer: A

QUESTION 5

Which new feature included with HP smart zero clients reacts to changes in network conditions to maintain the highest quality multimedia performance and remote protocol user experience?

- A. HP auto-sensing
- B. HP Vector
- C. HP Velocity
- D. HP Velociraptor

Answer: C

Explanation:

http://h10010.www1.hp.com/wwpc/pscmisc/vac/us/product_pdfs/hp_t410_datasheet.pdf (page 2, HP velocity for your network)

QUESTION 6

What is HP Easy Tools?

- A. A suite of utilities that reduce the time and effort required to configure and update HP thin clients
- B. A suite of utilities that make network sharing of applications and operating systems easy in a client virtualization environment
- C. A suite of software applications that enable users or IT to radically simplify the setup deployment and management process for HP thin clients
- D. A suite of network management utilities that enable IT administrators to manage network servers and storage to enable operation of HP thin clients

Answer: C

Explanation:

<http://www8.hp.com/us/en/hp-information/thin-client-solutions/thin-client-hardware-software.html> (see HP Easy Tools)

QUESTION 7

Which common business challenges are included in the five key customer concerns that you can address by using HP client virtualization? (Select two.)

- A. Marketing via the Internet
- B. Digitizing documentation
- C. Improving the impact of customer communications
- D. Increasing use of computing resources
- E. Network security

Answer: CE

QUESTION 8

Which HP thin client has a dual core VIA Eden processor and is designed for a Windows environment?

- A. HP t610 series thin client
- B. HP t610 plus series thin client
- C. HP t820 series thin client
- D. HP t510 series thin client

Answer: D

Explanation:

<http://www.amazon.co.uk/Flexible-Client-Desktop-1-0GHz-Flash/dp/B008IHINNS>

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