

# HP2-H37<sup>Q&As</sup>

Selling HP Client Virtualization Solutions

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**QUESTION 1**

Which indicator will help you to recommend the correct choice of thin clients?

- A. CPU performance requirements
- B. Maturity in the market place
- C. Concern about environmental impact
- D. New in the decision process

Correct Answer: C

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**QUESTION 2**

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

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**QUESTION 3**

Which feature improves security of HP thin client in configurations?

- A. HP Velocity
- B. Non-OS environment
- C. On-board TPM chip
- D. Expansion slot

Correct Answer: A

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**QUESTION 4**

Which optional security feature is available in t820 flexible thin-client?

- A. an encrypted solid state hard drive
- B. internal USB ports

- C. HP case intrusion alarm
- D. Common Criteria Certification

Correct Answer: A

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**QUESTION 5**

A healthcare customer states "We are deploying Microsoft, we are less concerned with cost, and we deploy robust custom applications." What is the best HP client virtualization product choice in this situation?

- A. HP Device Manager
- B. HP Smart Zero Clients
- C. HP Flexible thin clients
- D. HP Zero Clients

Correct Answer: C

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