



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

Selling HP Client Virtualization Solutions

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### QUESTION 1

Which type of customer presents the best opportunity to sell HP client virilization?

- A. a small installation, such as a retail store or a service shop
- B. a high-density installation, such as a help center, a trading center, or a school
- C. a customer in the oil or gas exploration industry who needs access to applications while in remote locations with limited data connectivity
- D. a business In the media and entertainment Industry that needs dedicated graphics cards (or their application

Correct Answer: B

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### QUESTION 2

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

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### QUESTION 3

You are on an initial sales call with a customer, discussing virilization. What should you know by the end of the call? {Select two.}

- A. The customer\'s high-level IT environment/architecture
- B. The issues the customer is trying to solve
- C. How the customer generates profit g the customers annual gross revenue
- D. The customer\'s floor space needs for locating a server cluster

Correct Answer: BD

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### QUESTION 4

What is one of the key HP messages about HP thin clients\'?

- A. HP, as a company, maintains a legacy of quality that surpasses any competitive advantage the competitor might



have.

B. HP consistently maintains a philosophy across its thin client portfolio of quality products at the lowest prices.

C. HP thin client software solutions offer the best service and capabilities on the market or HP happily refunds the invoiced cost of the product.

D. HP offers a suite of flexible thin-clients to meet customers' needs without the confusion of choosing between single-purpose thin clients.

Correct Answer: D

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#### QUESTION 5

Which use case is a primary use case for an HP flexible thin client?

A. University student

B. Video editing workstation

C. Print server

D. Digital signage

Correct Answer: C

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