



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

Selling HP Client Virtualization Solutions

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### QUESTION 1

You are on an initial sales call with a customer, discussing virtualization. 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 & the customer's annual gross revenue
- D. The customer's floor space needs for locating a server cluster

Correct Answer: BD

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### QUESTION 2

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 3

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 4

Which type of HP thin client is the HP mt41?



- A. Mobile flexible thin client
- B. Dumb terminal thin client
- C. Zero thin client
- D. Smart zero thin client

Correct Answer: A

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#### QUESTION 5

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

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