



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

Selling HP Client Virtualization Solutions

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#### QUESTION 1

What is the final result of a customer technical evaluation?

- A. Development of ROI reporting criteria
- B. A transformation of the customer's infrastructure
- C. An established rating of performance
- D. Proposal review

Correct Answer: C

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#### QUESTION 2

What can an HP flexible thin client do that an HP Zero client cannot do?

- A. It can run the HP Smart Zero operating system.
- B. It can run multi-media applications from a remote server.
- C. It can save files on a virtualized hard drive.
- D. It can run the Windows Embedded operating system.

Correct Answer: A

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#### QUESTION 3

What is one of the differences between HP Device Manager and Dell Wyse Device Manager Enterprise Edition?

- A. HP Device Manager is fee-based but at a lower rate than Dell Wyse Device Manager Enterprise Edition's rate.
- B. HP Device Manager is always free, while Dell Wyse Device Manager Enterprise Edition is fee-based.
- C. HP Device Manager can image a thin client remotely, while Dell Wyse Device Manager Enterprise images thin clients by using a USB key.
- D. HP Device Manager manages all HP thin clients, while Dell Wyse Device Manager Enterprise Edition has almost negligible capabilities.

Correct Answer: D

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#### QUESTION 4

What is thin computing?

- A. A process of making applications available on mobile devices instead of PCs



- B. A layer in client virtualization that provides the user access into the infrastructure
- C. Desktop computers that have only the minimum features to access the internet
- D. Reducing the PC requirements by adopting cloud services instead of locally installed applications

Correct Answer: B

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#### QUESTION 5

Why is it important to conduct a discover meeting with your clients?

- A. It helps you determine where they are in the process of moving towards client virtualization.
- B. It provides the perfect opportunity to showcase your client virtualization hardware.
- C. It helps you show your Knowledge of client-virtualization.
- D. It provides an opportunity to talk about HP's integration with industry leading client- virtualization ISVs

Correct Answer: D

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