



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

Selling HP Client Virtualization Solutions

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### QUESTION 1

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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### QUESTION 2

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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### QUESTION 3

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

- 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 4

What is the next step in HP's thin client sales approach after identifying the opportunity?

- A. Close the sale, and deploy the solution.



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- B. Engage other resources that can help win the sale, and conduct a technical evaluation.
  - C. Identify and sell on capability of customization, and emphasize that channel partners are a route to market.
  - D. Research the customer, and build a plan to conduct a quality discovery, assessment, and qualifying meeting.

Correct Answer: D

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#### QUESTION 5

What is a key concept for selling HP thin clients?

- A. HP Flexible thin clients are always the best fit to customers in the healthcare industry.
- B. Always ask questions that the customer can answer with a yes or a no.
- C. Create and use discovery and assessment questions to see how ready your customer is to buy thin clients.
- D. Present your sales pitch, and then ask for questions or comments at the end of your speech.

Correct Answer: C

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