

# **HP2-H88**<sup>Q&As</sup>

Selling HP Business Personal Systems Hardware 2019

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#### **QUESTION 1**

How can you help your worldwide corporate and enterprise customers with stable, consistent images and managed lifecycle transitions?

- A. Offer a product with global series support.
- B. Offer a contract for after care.
- C. Offer a product with a Care Pack.
- D. Offer installation and recycle services.

Correct Answer: A

Reference: https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-5400EEAP.pdf

#### **QUESTION 2**

How much does HP Sure Sense cost?

- A. HP charges \$10 per license.
- B. There is no additional cost.
- C. HP charges up to \$5 per license, depending on volume.
- D. It is free if you register online within 30 days.

Correct Answer: B

Reference: https://press.ext.hp.com/us/en/press-releases/2019/hp-transforms-pc-security-with-Al-drivenhp-sure-sense.html

#### **QUESTION 3**

What are the major differences between the experience age and the information age?

- A. The experience age is about people working together, in the same office, with better technology, to solve shared problems.
- B. The experience age is centered around the experiences people have while learning, including which school they attended and how it prepared them for future work.
- C. The experience age is about how the VR technology is changing our lives and our experiences.
- D. The experience age is centered around experiences, smart technology, and efficiency, with people working anywhere, at any time, often in shared offices or caf?.

Correct Answer: D

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#### **QUESTION 4**

Your healthcare customer has overburdened IT staff and inadequate IT resources, but they have a growing need to migrate their devices from Microsoft Windows 7 to Windows 10. Which HP DaaS explanation is correct and relevant to this customer?

A. HP DaaS, which is a complete solution that includes migrating from Microsoft Windows 7 to Windows 10 on all existing PCs.

B. HP DaaS, which is a solution that combines hardware and premium same day support, proactive management, and services for every stage of the device lifecycle.

C. HP DaaS, which provides security and additional software to monitor the health of your PC, with reduced costs as all reporting is done automatically.

D. HP DaaS, which is a complete solution that combines hardware, support, proactive management, and services for every stage of the device lifecycle to optimize IT assets and resources.

Correct Answer: D

Reference: https://www8.hp.com/us/en/services/daas.html

#### **QUESTION 5**

What is HP Sure Start?

A. 3rd party built-in self-healing BIOS protection

B. HP built-in hardware self-healing BIOS protection

C. HP software for self-healing BIOS protection

D. HP built-in hardware battery protection

Correct Answer: B

Reference: https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-4649ENA.pdf

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