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Exam : **HP2-H32**

Title : Selling HP Client Virtualization Solutions

Version : DEMO

1.What should you focus the discussion on when a customer is considering repurposing PCs instead of replacing them with HP thin clients?
A.The time and effort required to dumb down the PC
B.The discount you can offer if they purchase the HP thin clients
C.The computing power of a PC versus that of an HP thin client
D.Total cost of ownership and return on investment
Answer: D

2.If your customer already has a competitor's client virtualization infrastructure, what can you offer from HP in terms of upgrades?
A.HP extended warranty
B.HP Total Care
C.Only a complete solution
D.HP Thin Client desktop solutions
Answer: D

3.Why does the choice of hardware for client virtualization still matter in value to the customer?
A.Because the choice of hardware makes the difference in the virtual capabilities available to each user
B.Because the virtual servers, storage, networks, and clients still reside on physical devices as the foundation of the solution
C.Because the choice of hardware determines whether the virtual environment comes from Citrix or VMware
D.Because the choice of hardware determines the choice of software and services available to the customer
Answer: B

4.Which series of HP thin clients is only designated for use with PC over IP?
A.HP ProLiant thin clients
B.HP flexible thin clients
C.HP zero clients
D.HP smart zero clients
Answer: C
Reference:http://www.channelinsider.com/c/a/Reviews/Thin-Client-Technology-From-TeradiciEnhances-DLP-Security-With-Low-Cost-PC-over-IP-Solution-759844/

5.Your customer is in the manufacturing market sector and already has a client virtualization solution.Now they want to open a remote office where customer representatives access central applications using various devices.You recommend placing a group of HPt510thin clients to make it easy for them to work when they are in the office.The customer wants to know when, by whom, and how long each thin client is used to make decisions on future additions to the network infrastructure.
Which HP software tool do you recommend that they use?
A.HP TeamTalk
B.HP Smart Zero Dual Core
C.HP Velocity

D.HP Device Manager
Answer: C
Reference:http://h10032.www1.hp.com/ctg/Manual/c03763235.pdf(page 5)

6.Which stage of the sales process resolves competitive issues and places HP on the product selections list?
A.The process of evaluating the opportunity
B.The pre-work customer research phase
C.The technical evaluation process
D.The competitor overview process
Answer: C

7.Who is HP's largest competitor in the thin client market?
A.Citrix
B.VXL
C.nComputing
D.Dell Wyse
Answer: D
Reference:http://infotechlead.com/2013/06/24/thin-client-market-share-hp-leads-in-q1-12682

8.How much more energy does a PC require compared to thin client?
A.15 to 20 times more
B.5 to 10 times more
C.2 to 5 times more
D.10 to 15 times more
Answer: A

9.What does HP Device Manager do? (Select two.)
A.Enables administrators to check on the health of each managed thin client using central console
B.Helps to make HP thin clients into HP zero clients that use the intelligence of the server to drive the thin client
C.Enables the customer to support legacy terminal operations
D.Provides a simplified solution for the customer to maintain and distribute thin client images
E.Enables the administrator to store encryption keys and passwords
Answer: A,D
Reference:http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-7887ENW.pdf

10.What does a thin client do?
A.Provides an operating environment and applications for remote computing, mobile computing, and printing
B.Provides the operating system for server-based computing, virtual desktop infrastructure, or web-based computing environments
C.Enables mobile apps to operate in a desktop environment
D.Provides access to server-based computing, virtual desktop infrastructure, or web-based computing

environments

Answer: D

Reference:ftp://ftp.hp.com/pub/c-products/servers/vdi/Biz_ClientVirtualization_White_Paper.pdf