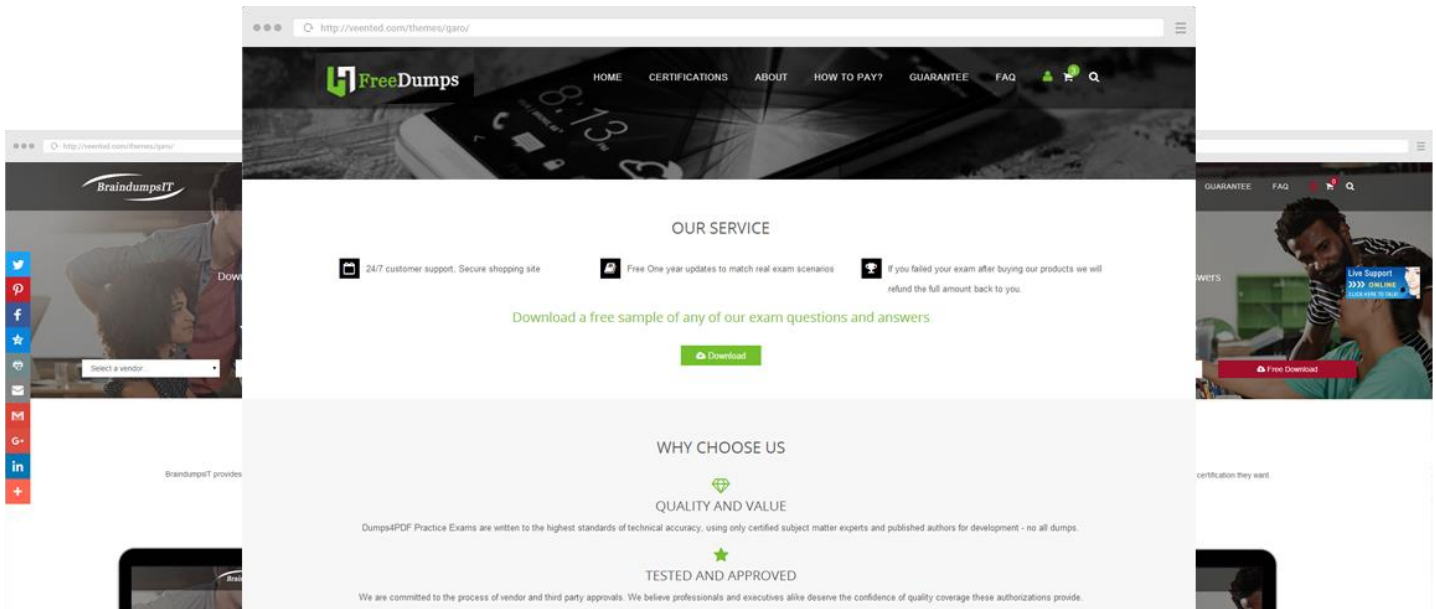


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Exam : **HP2-H32**

Title : Selling HP Client
Virtualization Solutions
Exam

Vendor : HP

Version : DEMO

NO.1 Why is the process of choosing a thin client much easier with HP than with Dell Wyse and other competitors?

- A. Because HP offers flexible thin clients that enable customers to use one model for a variety of operating systems
- B. Because HP thin clients are much less expensive to buy than any comparable thin client on the market
- C. Because HP offers the most comprehensive line of thin clients on the market
- D. Because HP offers a much smaller line of thin client models that cover a wider range of features

Answer: C

NO.2 Which resource is available to help you recommend an HP client virtualization solution that meets the needs of your customer?

- A. HP R&D reference architectures
- B. HP thin client user guides
- C. HP foundational care support
- D. HP total care support

Answer: A

NO.3 If your customer is already considering client virtualization, which fact should you consider?

- A. The customer is likely expecting you to come in with the lowest price.
- B. The customer has already made their decision, and your job is to change their mind to go with HP.
- C. The customer has already decided that HP can only provide hardware.
- D. The customer likely has engaged a consulting and services provider to help with planning.

Answer: B

NO.4 Which use cases are optimal for supporting implementation of client virtualization? (Select two)

- A. Convenience store
- B. Official hard goods
- C. Desktop replacement
- D. Large format printing
- E. Offshore

Answer: B,E

NO.5 What does HP TeamTalk do as part of the HP Easy Tool suite?

- A. provides a simplified solution for the customer to maintain and distribute thin client images
- B. enables the customer to support legacy terminal operations
- C. helps to make HP thin clients into HP zero clients that use the intelligence of the server to drive the thin client
- D. enables administrators to check on the health of each managed thin client using central console

Answer: B

Reference:

http://h10010.www1.hp.com/wwpc/pscmisc/vac/us/product_pdfs/HP_TeamTalk_Data_Sheet_050410.pdf

NO.6 What should you keep in mind about the key players in the customer's decision process?

- A. They might be different from those with whom you have associated in the past.
- B. Their main concern is a fast and seamless transition throughout the process.
- C. They care only about overall costs associated with the new infrastructure.
- D. They are the only people in the company you should talk to In terms of needs.

Answer: C

NO.7 Which business concern is common with call centers?

- A. The need for as much computing power as possible
- B. The need to minimize disruptions
- C. The need for the mobility of wireless connections
- D. The need for strong security and assured compliance

Answer: B

NO.8 Which feature is a hallmark selling point for HP t610 and t610 plus series thin clients?

- A. Competitively priced mid-range thin client
- B. Configuration-dependent operation system
- C. Flexibility of operating systems
- D. OS-dependent protocols

Answer: D

NO.9 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

NO.10 How is the HP sales approach different from common competitive approaches?

- A. After Identifying the opportunity, the HP sales approach installs a trial solution to demonstrate the value proposition before closing the sale
- B. After identifying the opportunity, the HP sales approach engages other resources to help win the sale before conducting pre-work analysis research, discovery, and qualifications
- C. After identifying the opportunity, the HP sales approach closes the sale before taking further
- D. After identifying the opportunity, the HP sales approach conducts pre-work analysis research, it discovery and qualifications before engaging other resources

Answer: D