HP

Exam HP2-H20

Sales Essentials of HP Workstations

Version: 8.1

[Total Questions: 76]

Question No : 1

Through discovery, you learn that reliability has been a problem for your customer and has therefore become an important part of their decision criteria. You ask a clarifying question about data loss and blue screen issues. Which HP Workstation feature are you attempting to justify as part of your recommended solution?

A. large memory capacity
B. RAID disk storage capabilities
C. multiple processor sockets
D. availability of ECC Memory

Answer: D

Question No : 2

A customer is considering desktop PCs for their solution. You should recommend an HP Z400 Workstation if the customer has what requirement?

A. multiple display support
B. large amount of memory
C. 3D graphics requirement
D. multi-threaded applications

Answer: D

Question No : 3

Your Healthcare customer indicates they need PACS capability. What are they referring to?

A. Patient Administrative and Care System
B. Personnel Accounting Control System
C. Picture Archiving and Communication System
D. Portable Administrative Control System

Answer: C

Reference: http://searchhealthit.techtarget.com/tutorial/FAQ-How-does-PACS-technology-affect-health-care-IT

Question No : 4

Your DME customer requires a desktop solution that provides multiple sockets, supports multiprocessors in each socket, and has DCC memory. The solution must be able to expand as the customer's needs change. Which HP Desktop product(s) should you recommend to this customer?

A. HP Compaq 6000 Pro Series
B. HP Compaq 8000 Elite Series
C. HP Z210/Z400 Workstations
D. HP Z600/Z800 Workstations

Answer: D

Reference:
http://h20331.www2.hp.com/hpsub/us/en/wspairup.html?jumpid=www.hp.com/go/wspairup

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Question No : 5

Your customer is having difficulty deciding between an HP 8000 Elite Series or Z210 Workstation solution for their design organization. They indicated that they do not see much difference between the two solutions. What could you tell this customer that might influence them to select the HP Z210 Workstation?

A. The HP Z210 Workstation offers a broad selection of form factors that meet designer requirements.
B. The HP Z210 Workstation has high performance Intel Processors and RAID configurations that make a difference to designers.
C. The rigorous 130,000 hours of testing assures the reliability demanded by designers.
D. HP Z210 Workstation meets designer demands with a system designed to support the

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latest 2D/3D graphics

Answer: D

Reference:

http://h41111.www4.hp.com/new_workstations/sa/en/z210_features.html#.UD97s2j9FZU
(Next-gen graphics for graphic designers)

Question No : 6

Your corporate customer is refreshing their high-end desktops. This customer typically refreshes their desktops every 12 to 16 months. They want a robust suite of manageability tools and a solution that is easy to deploy. Which HP Desktop solution best meets this customer's requirements?

A. HP Compaq 8000 Elite Series
B. HP Z210 Workstation
C. HP Z400 Workstation
D. HP Z600 Workstation

Answer: C

Question No : 7

Your customer is a small engineering firm with 15 employees. They are currently running their CAD applications on a desktop PC that is three years old and they want to move to a more robust system. They also anticipate growth over the next 24 months and want the new solution to be able to support this growth. Which HP Desktop should you recommend to this customer?

A. HP Z210 Workstation
B. HP Compaq 8000 Elite Series
C. HP Compaq 2000 Pro Series
D. HP Compaq 6000 Pro Series

Answer: B

Question No : 8

During discovery, you learn that your customer frequently runs multiple applications concurrently and they also run multi-threaded applications. The customer wants to ensure they are maximizing their performance. Which HP Workstation feature should you present as a part of the solution for this customer?

A. high speed and ECC Memory
B. latest high performing processors
C. multi-socket/multi-processor capabilities
D. high speed hard disk drives with RAID

Answer: C

Question No : 9

Most workstation customers require a very reliable system. Which feature is a key contributor to the reliability of HP Workstations that you should emphasize with your customer?

A. ECC Memory
B. multiple processors
C. ease of serviceability
D. global support team

Answer: C
Reference: http://h20331.www2.hp.com/hpsub/us/en/z_workstation_reliability.html

Question No : 10

What customer requirement might lead you to recommend an HP Z400 Workstation over an HP Z210 Workstation?

A. offers latest technology
B. number of displays supported
C. application ecosystem
D. HP Service Support

Answer: C

Question No : 11

Which customer challenge are you addressing when you present the HP ISV certification story?

A. need for 64-bit performance
B. need to reduce operating costs
C. need for application and data security
D. need for application portability

Answer: D

Question No : 12

Your customer wants an entry level workstation that runs Microsoft as an OS, supports vPro capabilities, and delivers 32GB of memory. Which HP Workstation should you recommend to this customer?

A. Z210 SFF
B. Z210 CMT
C. Z400
D. Z600

Answer: B
reference: http://h18004.www1.hp.com/products/quickspecs/13907_na/13907_na.PDF
(see the memory on the last page, operating systems on the first page and vPro in