

HP

Exam HP2-H30

Sales Essentials of HP Workstations

Version: 8.0

[Total Questions: 85]

Question No : 1

Which feature is an advantage of HP Z420 workstations over Dell Precision T3610, Lenovo ThinkStation S30, and Fujitsu Celsius M730?

- A. Energy Star qualification
- B. ISV certification
- C. liquid cooling option
- D. IPS Gen 2

Answer: C

Reference:http://h20331.www2.hp.com/Hpsub/downloads/Liquid_Cooling_HP_Z420_Z820_Workstations.pdf

Question No : 2

Which HP ZBook mobile workstation is tested to MIL-STD 810G Standards?

- A. HP Zbook 14 and 17 mobile workstations
- B. HP ZBook 15 mobile workstation
- C. HP ZBook 17 mobile workstation
- D. HP ZBook 14 mobile workstation

Answer: C

Reference:http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStore-Site/en_US/-/USD/ViewProductDetail-Start?ProductUUID=uGAQ7EN5FuMAAAFBvtZsVdo8&CatalogCategoryID=
http://h18000.www1.hp.com/products/quickspecs/14723_div/14723_div.PDF

Question No : 3

Which type of user is always a good candidate for an HPZdisplay?

- A. anyone who already has an HP workstation

- B. people in market segments where security is priority
- C. people who use document management systems
- D. mobile users who need displays for docking stations

Answer: D

Question No : 4

Which HP Z family workstation series is ideal as an entry-level workstation to upsell from a desktop PC?

- A. HP Z620 workstation
- B. HP Z820 workstation
- C. HP Z420 workstation
- D. HP Z230 workstation

Answer: D

Reference:<http://www.techweekeurope.co.uk/news/hp-updates-its-desktop-workstation-range-126558>(see horsepower)

Question No : 5

Which costs influence workstation customers the most?

- A. maintenance costs of development tools
- B. purchase costs of tools and support equipment
- C. opportunity costs of retail or office floor space
- D. productivity costs of highly-compensated personnel

Answer: D

Question No : 6

Which upgrade is best for a desktop-workstation customer who needs greater operating data integrity?

- A. display
- B. memory
- C. optical disk
- D. processor

Answer: C

Reference:<http://h10010.www1.hp.com/wwpc/pscmisc/vac/us/en/sm/workstations/xw4300-faq.html>(What is ECC memory? Why is ECC memory important?)

Question No : 7

Which feature of HP ZBook mobile workstations provides the benefit of high performance graphics?

- A. HP Performance Advisor
- B. Next level AMD Processors
- C. fourth generation Intel Core i7 processors
- D. ISV certifications

Answer: C

Reference:<http://www.augi.com/library/sponsor-spotlight-new-hp-zbook-portfolio-for-augi-hotnews>(3rd para)

Question No : 8

If your customer is a small firm of nuclear engineers who design cooling systems for nuclear reactors, which factor indicates the right choices for their new desktop computers?

- A. chassis form factor
- B. the numbers of new computers they want
- C. the need for network security
- D. the types of applications they use

Answer: D

Question No : 9

Which feature of HP Z displays enables users to view standard colors that are the same on all devices?

- A. sRGB and Adobe RGB color accuracy
- B. IPS Gen 2
- C. TCO Certified Edge
- D. Displays Port 1.2

Answer: A

Reference:<http://www8.hp.com/us/en/campaigns/workstations/dreamcolor-displays.html>

Question No : 10

Which feature is part of the HP Z420 value proposition?

- A. most powerful single-processor HP workstation
- B. support for single or dual socket processor configurations
- C. industry's most expandable chassis
- D. smallest form factor of HP workstations

Answer: A

Reference:[http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStore-Site/en_US/-/USD/ViewStandardCatalog-Browse?CatalogCategoryID=XkYQ7habYJkAAAFc.HEtkXzB&jumpid=re_r11260_shop_atlas_psg_wscpm_z420_products_preconfig/shopnow_z420\(check processor and the number of processors\)](http://shopping1.hp.com/is-bin/INTERSHOP.enfinity/WFS/WW-USSMBPublicStore-Site/en_US/-/USD/ViewStandardCatalog-Browse?CatalogCategoryID=XkYQ7habYJkAAAFc.HEtkXzB&jumpid=re_r11260_shop_atlas_psg_wscpm_z420_products_preconfig/shopnow_z420(check processor and the number of processors))

Question No : 11

Which feature of HP mobile workstations indicates that they are engineered to be rugged?

- A. tested to military standard 810G
- B. HP DreamColor display technology

- C. performance on par with HP desktop workstations
- D. ISV certification program

Answer: A

Question No : 12

Which feature is a differentiator of HP Z230 Tower workstations over Dell Precision T1700 workstation?

- A. 32 GB ECC memory
- B. smallest workstation in its class
- C. two front USB 3.0 ports
- D. choice between Linux and Windows operating system

Answer: D

Reference:<http://www.develop3d.com/workstations/dell-precision-t1700>

Question No : 13

Which benefit does the IPS Gen 2 feature enable in HPZdisplays?

- A. Certified Edge arsenic-free display glass
- B. fast data transfer for high performance high resolution photos and video
- C. color accuracy and consistent picture quality
- D. wide viewing angles and distortion-free viewing from angles

Answer: D

Reference:<http://m.hp.com/us/en/products/monitors/product-detail.do?oid=5409797>

Question No : 14

Which security solution available in HP ZBook mobile workstations helps to recover a lost