

# HP

## Exam HP2-H32

### Selling HP Client Virtualization Solutions

Version: 8.1

[ Total Questions: 89 ]

**Question No : 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**

**Question No : 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**

**Question No : 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**

**Question No : 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-Teradici-Enhances-DLP-Security-With-Low-Cost-PC-over-IP-Solution-759844/>

**Question No : 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)

**Question No : 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**

**Question No : 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>

**Question No : 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**

**Question No : 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>

**Question No : 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](ftp://ftp.hp.com/pub/c-products/servers/vdi/Biz_ClientVirtualization_White_Paper.pdf)

**Question No : 11**

Why is data security particularly important to customers in the healthcare market segment?

- A. Because healthcare providers often have highly paid staff who are vulnerable to scams
- B. Because healthcare providers are obligated and required to protect patient information
- C. Because healthcare providers often handle sensitive proprietary information
- D. Because users in healthcare facilities tend to use computers for social networking

**Answer: B**

**Question No : 12**

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**

**Question No : 13**

Who is the world's largest provider of thin client technology?

- A. HP
- B. VMware
- C. Centerm
- D. Dell Wyse

**Answer: A**

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA4-8083ENW.pdf> (last page)

**Question No : 14**

What is the major difference between HP t610 series thin clients and HP t610 plus series