

# HP2-H37<sup>Q&As</sup>

Selling HP Client Virtualization Solutions

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**QUESTION 1**

According to MarketBridge, what are the top reasons that customers choose thin clients over desktops\?

- A. Cost effectiveness, efficiency, and security
- B. Processing power, connectivity, and storage
- C. Acquisition cost, form factor, and desktop real estate
- D. Absence of fans, power requirements, and multiple monitors

Correct Answer: A

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**QUESTION 2**

What is a key concept for selling HP thin clients?

- A. HP Flexible thin clients are always the best fit to customers in the healthcare industry.
- B. Always ask questions that the customer can answer with a yes or a no.
- C. Create and use discovery and assessment questions to see how ready your customer is to buy thin clients.
- D. Present your sales pitch, and then ask for questions or comments at the end of your speech.

Correct Answer: C

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**QUESTION 3**

A healthcare customer states "We are deploying Microsoft, we are less concerned with cost, and we deploy robust custom applications." What is the best HP client virtualization product choice in this situation?

- A. HP Device Manager
- B. HP Smart Zero Clients
- C. HP Flexible thin clients
- D. HP Zero Clients

Correct Answer: C

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**QUESTION 4**

Why is Dell the closest competitor to HP in the worldwide thin client market?

- A. They purchased Wyse and have renewed their focus on thin client sales.

- B. Other vendors besides HP and Dell have not invested money in building market share in thin client sales.
- C. They have limited their thin client sales to strategic markets, such as education, government, and call centers
- D. They purchased the IBM thin client lineup when IBM decided to focus on enterprise computing only.

Correct Answer: A

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#### QUESTION 5

What is a key concept for selling HP thin clients?

- A. Sell on the HP legacy of unparalleled quality rather than comparing HP to its competitors.
- B. Build value in your services rather than on the product.
- C. Sometimes repurposing PCs is the best solution to get the customer into a client virtualization environment quickly.
- D. Use active listening to help you gain greater insight into your customer's challenges and to strengthen your relationship.

Correct Answer: C

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