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QUESTION 1

Which opening question should you ask a manufacturing customer to discover an opportunity?

- A. Do you require durable, reliable PCs that keep production running and can withstand harsh factory environments of dust and debris?
- B. What avenues are you considering to better your businesses reputation? Would you be interested in the latest and greatest devices?
- C. Did you know HP is number one in the world for selling PC and printers?
- D. Are you looking for the HP EliteBook 800/705 G6 series, which are devices powered for business and designed for life?

Correct Answer: A

QUESTION 2

What is true about HP Sure Click?

- A. It isolates web content in a virtual machine, where malware cannot affect other tabs, applications, or the operating system.
- B. It helps IT departments develop and maintain policies for supported web browsers.
- C. It helps IT administrators deploy and maintain security settings across a fleet of PCs.
- D. It monitors keyboard clicks and adjusts the feel of the keys so that the user has a nice experience using the keyboard on an HP EliteBook.

Correct Answer: A

QUESTION 3

How do the enhanced and premium HP DaaS plans differ from the standard plan?

- A. They isolate web content into a virtual machine or a sandbox, where malware cannot affect other tabs, applications, or the operating system.
- B. They provide services to simplify the device lifecycle management, starting with strategic guidance, planning, and design through to deinstallation, sanitization, and recycling services.
- C. They provide non-standard SLAs and services to simplify the device end of life (EOL).
- D. They provide more analytics, enhanced hardware protection, higher levels of security, and application management.

Correct Answer: D

QUESTION 4

What are some of the HP Lifecycle Services benefits? (Select two.)

- A. IT asset and budget optimization
- B. installation and management of servers, networking equipment, printers, and all software for your devices
- C. proactive security and management of qualified HP and 3rd party PC devices
- D. proactive replacement of HP batteries and hard drives before they cause downtime
- E. advanced security policy management for all endpoint devices manufactured by HP

Correct Answer: CD

QUESTION 5

How much does HP Sure Sense cost?

- A. HP charges \$10 per license.
- B. There is no additional cost.
- C. HP charges up to \$5 per license, depending on volume.
- D. It is free if you register online within 30 days.

Correct Answer: B

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