



**Vendor:** HP

**Exam Code:** HP2-H23

**Exam Name:** Sales Essentials of HP Workstations

**Version:** DEMO

#### QUESTION 1

Your customer is having difficulty deciding between an HP 8000 Elite Series and a Z220 Workstation solution for their design organization. They indicated that they do not see much deference between the two solutions. What could you tell this customer that might influence them to select the HP Z220 Workstation?

- A. The HP Z220 Workstation offers a broad selection of form factors that meet designer requirements.
- B. The HP Z220 Workstation has high performance Intel Processors RAID configurations that make a difference to designers.
- C. The rigorous 130,000 hours of testing assures the reliability demanded by designers.
- D. HP Z220 Workstation meets designer demands with a system designed to support the latest 2D/3D graphics.

**Answer: D**

#### QUESTION 2

Which benefits of the HP Z820 Workstation should you focus in with a DME customer who is buying a workstation for 3D animation requirements? (Select two.)

- A. support for compute intensive applications
- B. support for multiple 3D graphic cards driving multiple high-resolution displays
- C. expandable memory and storage
- D. 90% efficient power supply delivering 850W of power

**Answer: AD**

#### QUESTION 3

What are the three HP workstation Pillars that you should focus on when preparing proposal?

- A. innovation, security, and price
- B. security, form factor, and technology
- C. innovation, performance, and reliability
- D. performance, security, and price

**Answer: B**

#### QUESTION 4

What must you include in yours proposal for HP Z220 CMT Workstations when your Customer's Primary focus is on productivity?

- A. 90% efficient PSU and Intel vPro Technology
- B. ISV Certifications and Performance Advisor
- C. Dual Professional 2D and 3D OpenGL Graphics
- D. Performance advisor and Energy Star Qualification

**Answer: A**

#### QUESTION 5

What does the HP Z420 offer to improve performance and increase efficiency?

- A. support for Window Vista
- B. Quick Patharchitecture
- C. ECC memory
- D. support for the Linux OS

**Answer: B**

**QUESTION 6**

Which area of the oil and Gas Industry is your best prospect for selling HP Workstations?

- A. refineries
- B. distribution
- C. exploration
- D. corporation

**Answer: A**

**QUESTION 7**

Which HP IPS displays should you recommend be used with HP Workstation?

- A. HPAdvantageDisplays
- B. HP Performance Displays
- C. HP Flexible Displays
- D. HP Digital Signage

**Answer: B**

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