



Vendor: HP

Exam Code: HP2-H20

Exam Name: Sales Essentials of HP Workstations

Version: DEMO

QUESTION 1

Through discovery, you learn that reliability has been a problem for your customer and has therefore become an important part of their decision criteria. You ask a clarifying question about data loss and blue screen issues. Which HP Workstation feature are you attempting to justify as part of your recommended solution?

- A. large memory capacity
- B. RAID disk storage capabilities
- C. multiple processor sockets
- D. availability of ECC Memory

Answer: D

QUESTION 2

A customer is considering desktop PCs for their solution. You should recommend an HP Z400 Workstation if the customer has what requirement?

- A. multiple display support
- B. large amount of memory
- C. 3D graphics requirement
- D. multi-threaded applications

Answer: D

QUESTION 3

Your Healthcare customer indicates they need PACS capability. What are they referring to?

- A. Patient Administrative and Care System
- B. Personnel Accounting Control System
- C. Picture Archiving and Communication System
- D. Portable Administrative Control System

Answer: C

QUESTION 4

Your DME customer requires a desktop solution that provides multiple sockets, supports multiprocessors in each socket, and has DCC memory. The solution must be able to expand as the customer's needs change. Which HP Desktop product(s) should you recommend to this customer?

- A. HP Compaq 6000 Pro Series
- B. HP Compaq 8000 Elite Series
- C. HP Z210/Z400 Workstations
- D. HP Z600/Z800 Workstations

Answer: D

QUESTION 5

Your customer is having difficulty deciding between an HP 8000 Elite Series or Z210 Workstation

solution for their design organization. They indicated that they do not see much difference between the two solutions. What could you tell this customer that might influence them to select the HP Z210 Workstation?

- A. The HP Z210 Workstation offers a broad selection of form factors that meet designer requirements.
- B. The HP Z210 Workstation has high performance Intel Processors and RAID configurations that make a difference to designers.
- C. The rigorous 130,000 hours of testing assures the reliability demanded by designers.
- D. HP Z210 Workstation meets designer demands with a system designed to support the latest 2D/3D graphics

Answer: D

QUESTION 6

Your corporate customer is refreshing their high-end desktops. This customer typically refreshes their desktops every 12 to 16 months. They want a robust suite of manageability tools and a solution that is easy to deploy. Which HP Desktop solution best meets this customer's requirements?

- A. HP Compaq 8000 Elite Series
- B. HP Z210 Workstation
- C. HP Z400 Workstation
- D. HP Z600 Workstation

Answer: C

QUESTION 7

Your customer is a small engineering firm with 15 employees. They are currently running their CAD applications on a desktop PC that is three years old and they want to move to a more robust system. They also anticipate growth over the next 24 months and want the new solution to be able to support this growth. Which HP Desktop should you recommend to this customer?

- A. HP Z210 Workstation
- B. HP Compaq 8000 Elite Series
- C. HP Compaq 2000 Pro Series
- D. HP Compaq 6000 Pro Series

Answer: B

QUESTION 8

Most workstation customers require a very reliable system. Which feature is a key contributor to the reliability of HP Workstations that you should emphasize with your customer?

- A. ECC Memory
- B. multiple processors
- C. ease of serviceability
- D. global support team

Answer: C

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