



Vendor: HP

Exam Code: HP2-H26

Exam Name: Selling HP Client Virtualization Solutions

Version: DEMO

QUESTION 1

Currently, what is one of the most important concerns affecting customers in the healthcare industry?

- A. delivery of powerful applications to more people on the same grid
- B. unified communication and multi-media
- C. adherence to government regulations
- D. outsourcing and offshore support

Answer: B

QUESTION 2

What is the primary role of the client in a client virtualization environment?

- A. displays images communicated to it by the server
- B. maintains and runs the Microsoft Windows operating system and accesses applications and files on the server
- C. runs locally-installed applications and services for the user but the server provides the operating system
- D. runs a VMware imaging system to operate multiple operating systems simultaneously without interfering with each other

Answer: D

QUESTION 3

What does it mean to "show up" in terms of customer engagement?

- A. to arrive prepared with intensity that overpowers the competition
- B. to arrive with data to prove that your product features beat the competition
- C. to have enough competitive knowledge to outperform the competition
- D. to arrive at meetings on time

Answer: B

QUESTION 4

Which client characteristics can be opportunities for client virtualization? (Select two.)

- A. insistent on maintaining use of Windows XP for client computers
- B. interest in high-power, graphics-intensive processors
- C. desire to reduce desk-side IT support
- D. loyal to Citrix over VMware as a client virtualization option a potential security breach resulting from stolen data

Answer: AC

QUESTION 5

What are your options for recommending software, servers, and services for the customer's client virtualization solution?

- A. HP can provide all aspects of the solution.
- B. HP works closely with Samsung to provide the data center and software for the solution.
- C. HP provides the thin client hardware, but the customer must find other vendors for the rest of the solution.
- D. HP provides all of the solution hardware, but the customer must find third-party vendors for the operating systems and software.

Answer: A

QUESTION 6

What is a benefit of using thin clients in the healthcare industry?

- A. They enable healthcare workers more access to network peripherals by placing them strategically with the use of wireless connections
- B. They reduce the costs of maintaining expensive medical equipment by managing it from a central location where IT staff can diagnose problems remotely.
- C. They enable healthcare customers to meet regulatory requirements more easily by placing the data in a central location for increased privacy and simpler management.
- D. They offer the mobile healthcare worker more computing power locally so they can access solutions wherever they go regardless of access to the network.

Answer: C

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