

QUESTIONS & ANSWERS

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HP

HP5-H09D

Delta - Selling HP Client Virtualization Solutions



DEMO

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QUESTION: 18

How can you demonstrate your understanding of your customers virtualization needs?

- A. Take one major problem the customer is facing and build an HP client virtualization solution around that issue to prove a rapid return on investment.
- B. Focus on a specific project or initiative the customer needs to deliver on and identify six to eight customer pain-points you can solve with HP client virtualization.
- C. Focus your efforts on exposing security threats inside their organization and then share how HP client virtualization resolves security issues.
- D. Share a generic business scenario that illustrates how HP client virtualization has benefitted a customer facing volatile market conditions.

Answer: A

Reference:

<http://www8.hp.com/h20195/V2/getpdf.aspx/4AA4-7040ENW.pdf?ver=1.0>

QUESTION: 19

What should be the focus of a discussion about re-purposing old PCs versus replacing them with HP thin clients?

- A. The value of a PC and its peripherals versus the cost of a new HP thin client
- B. Total cost of ownership, cost involving energy efficiency, operations, and manageability of devices
- C. Acquisition costs versus sacrificing the value of the original cost of the PC
- D. The ability to use Web Services for an operating system streaming situation

Answer: D

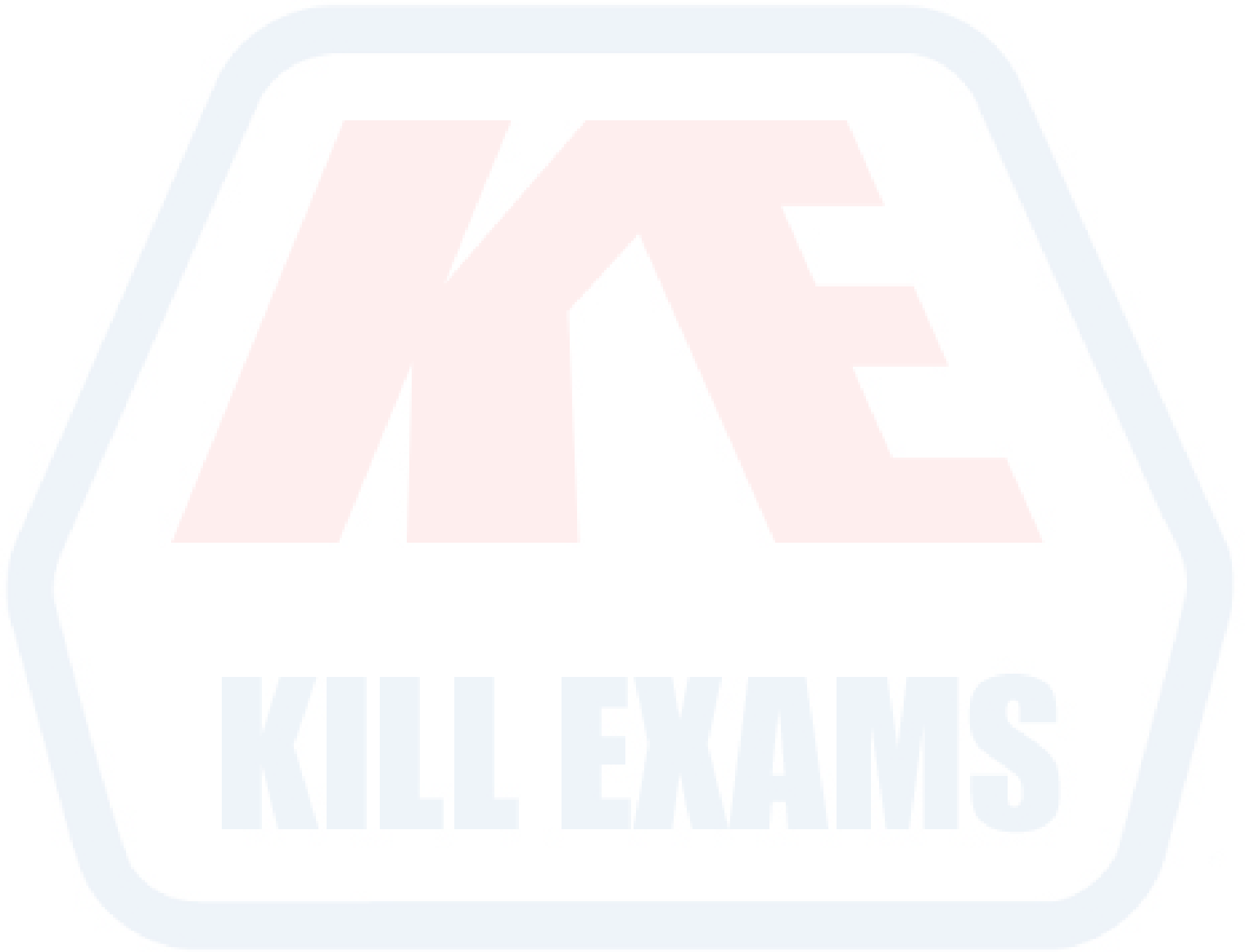
QUESTION: 20

How should you compete at a product level?

- A. Drop off the product at the customers location, and allow the competitor to perform a technical evaluation.
- B. Influence the customer requirements early with specific HP advantages, and know the advantages that the competitor will sell.
- C. Always start by comparing the price, then list features and benefits, and then ask the customer if they would enjoy having the benefits
- D. Sell a competitor's product to the customer, and then show that your product is

superior.

Answer: B



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