



Vendor: HP

Exam Code: HP2-H20

Exam Name: Sales Essentials of HP Workstations

Version: DEMO

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

2. A customer is considering desktop PCs for their solution. You should recommend an HP Z4000 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

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. Patient Archiving Communication System
- D. Portable Administrative Control System

Answer: A

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: B

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