

HP2-H88 Dumps

Selling HP Business Personal Systems Hardware 2019

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NEW QUESTION 1

Your customer shares with you that their previous devices were unable to handle demanding software, such as Autodesk 3D Max . Which HP series should you offer?

- A. HP Elite series
- B. HP Business series
- C. HP Pro series
- D. HP Z series

Answer: C

NEW QUESTION 2

A. HP EliteBook Notebook PCs

- A. HP Pro 400 series Desktop PCs
- B. HP 200 series Notebook PCs
- C. HP Chromebook

Answer: C

NEW QUESTION 3

Which HP display would be most useful for someone who spends most of their time traveling and has no fixed office?

- A. HP EliteDisplay S340c 34-inch Curved Monitor
- B. HP EliteDisplay E243d 23.8-inch Docking monitor
- C. HP EliteDisplay SI 4 14-inch Portable Display
- D. HP EliteDisplay E243p 23.8-inch Sure View Monitor

Answer: A

NEW QUESTION 4

Which display would be best for a hot desk solution with built-in docking support?

- A. HP Thunderbolt Dock G2
- B. HP EliteDisplay S340c 34-inch Curved Monitor
- C. HPU5B-CDockG5
- D. HP EliteDisplay E243d 23.8-inch Docking Monitor

Answer: B

NEW QUESTION 5

What are some of the HP Device as a Service (HP DaaS) benefits?

- A. installation and management of servers, networking equipment, printers, and all software for your devices
- B. advanced security policy management for all endpoint devices manufactured by HP
- C. IT asset and budget optimization
- D. predictive battery usage analytics through the HP DaaS reporting tool

Answer: B

NEW QUESTION 6

Which statement correctly describes HP Sure Sense?

- A. protection against BIOS attacks and memory failures
- B. protection against never-seen-before zero-day attacks
- C. protection against visual attacks
- D. protection against phishing attacks

Answer: D

NEW QUESTION 7

How should you address customer concerns relative to price?

- A. by explaining that HP has the most secure PCs on the planet, which warrants the higher price
- B. by telling them their competitor has just bought some and they don't want to be left behind
- C. by lowering the price with very little margin just to secure the deal
- D. by focusing on key areas that show business value and highlight how the HP solution offerings offer best-in-class pricing for the value they deliver

Answer: B

NEW QUESTION 8

Why is the HP EliteBook 840 G5 Healthcare Edition Notebook PC a good fit for a hospital?

- A. It has the same durability as the standard HP EliteBook 840 G5 Notebook PC to withstand accidental drops or spills, but it can also be sanitized.
- B. It is ultra-lightweight and has a detachable keyboard, thus making it easy for doctors to carry around.
- C. It is white to match the hospital aesthetics and can be cleaned with bleach.
- D. It has the same collaboration standards as the standard HP EliteBook 840 G5 Notebook PC, but has extra security for patient records.

Answer: A

NEW QUESTION 9

What does HP offer to customers looking to blend the virtual and physical worlds?

- A. HP Z8 G4 Workstation
- B. HP Multi Jet Fusion 3D Printer
- C. HP Omen fanny pack
- D. HP Virtual Reality solutions

Answer: B

NEW QUESTION 10

What does HP do to meet the needs of the changing demographics?

- A. HP creates an easy mode to simplify Microsoft Windows and thus make Windows easier to use.
- B. HP is bringing out a new style of wearable computer that is perfectly suited for the changing demographic.
- C. HP offers purpose-built HP healthcare solutions and HP VR backpacks.
- D. HP creates retro-looking devices for the untapped silver generation market.

Answer: C

NEW QUESTION 10

How does the HP Manageability Integration Kit plug-in for Microsoft SCCM help IT administrators?

- A. It helps update and maintain software and security settings across a fleet of PCs.
- B. It helps develop and maintain a robust software image.
- C. It helps group PCs so they are easy to find.
- D. It helps physically locate PCs that have gone missing.

Answer: D

NEW QUESTION 11

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