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Exam : **HP2-E40**

Title : HP Visual
Collaboration-Sales

Version : DEMO

1. Your customer is concerned that because it is SVC-based, buying HP Visual Collaboration will lock them into a proprietary solution. How should you respond to this customer? (Select two.)

- A. Tell the customer not to worry; it is not important that the solution interoperate with other endpoints.
- B. Advise the customer that HP is currently participating in several industry organizations that are focused on interoperability.
- C. Explain that HP believes that SVC will become an industry standard, so interoperability will not be an issue.
- D. Tell the customer that all SVC-based endpoints from different vendors interoperate, so this is not an issue.

Answer: B,C

2. You are discussing the HP Visual Collaboration with a potential customer. Which key selling points should you present? (Select two.)

- A. HPVC uses HP proprietary hardware, services, and solutions to provide the best visual experiences company-wide.
- B. HPVC lowers capital costs and simplifies management with a scalable infrastructure.
- C. HPVC reaches anyone face-to-face in LD, without the high cost of proprietary hardware.
- D. HPVC lowers travel costs and improves productivity for the entire workforce.

Answer: D

3. Your customer asks why she shouldn't buy the visual collaboration products directly from Vidyo or one of their channel partners. How should you respond to this customer?

- A. Tell the customer that HP has modified the software code to add new features and make it a higher quality experience for the end user.
- B. Advise the customer that HP offers several cost-savings features that are not offered by other vendors of the product.
- C. Explain that HP offers a complete solution including endpoints, infrastructure, services, networking and on-going support.
- D. Tell the customer that only HP has the knowledge and expertise to successfully integrate the products into the customer's current infrastructure.

Answer: B