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Exam : **HP2-H23**

Title : Sales Essentials of HP
Workstations Exam

Version : Demo

1.Which workstation on performance characteristic makes it a good fit for financial analysts and for trading floors?

A. tool-less chassis for easy serviceability

B. multi-socket multi-processor capabilities

C. small footprint to fit in confined spaces

D. flexible configurations with easy upgrades

Answer: C

2.During discovery you learn that your customer frequently runs multiple applications concurrently and they also run multi-threaded applications. The customer wants to ensure they are maximizing their performance. Which HP workstation feature should you present as a part of the solution for this customer.?

A. high speed and ECC Memory

B. latest high performing single core processors

C. multi-socket processor capabilities

D. high speed hard disk drivers with RAID

Answer: B

3.Your healthcare customer indicates they need PACS capability. What area they referring to?

A. Patient Administrative and care system

B. Personnel Accounting Control System

C. Picture Archiving and Communication System

Answer: C

4.Your DME customer requires a computing solution that provides multiple processor sockets and has ECC memory. The solution must be able to expand as the customer's needs change. Which HP product (s) should you recommend this customer?

A. HP Compaq 6000 Pro Series

B. HP Compaq 8000 Elite Series

C. HP Z220/z420 Workstations

D. HP Z620/Z820 Workstation

Answer: D

5.Your customer is a small engineering firm with 15 employees. They are currently running their CAD applications on a desktop PC that is three years old and they want to move to a more robust system. They also anticipate growth over the next 24 months and want the new solution to be able to support this growth.

A. HP Z220 Workstation

B. HP Compaq 8000 Elite Series

C. HP Compaq 2000 Pro Series

D. HP Compaq 6000 Pro series

Answer: B