Exam Number/Code:HP5-E01D

Exam Name:Delta - Selling HP SMB Solutions

Version: Demo

QUESTION NO: 1
How do HP VDI solutions support customers with "Bring Your Own Device" (BYOD) initiatives?

A. Employees are only allowed to connect to the data center with devices that are purchased through a reputable HP dealer or reseller
B. Employee-owned devices are implicitly allowed to connect to the data center through a virtual desktop, providing employees maximum freedom and flexibility in their work environment
C. HP VDI solutions include a 'back door' access procedure that allows employees to bypass security checkpoints when connecting to the data center with their personal devices.
D. Client visualization software runs on qualified endpoint devices to enable users to securely connect to the data center through a virtual desktop.

Answer: B

Reference:
http://blogs.softchoice.com/advisor/ssn/security-for-your-byod-environment-in-3-simplest eps/

QUESTION NO: 2
Your customer's consulting business is experiencing a decline in growth. The customer needs to reduce operating expenses. With a seat size of 45 employees, how can visualization help the customer operate efficiently?

A. reduce network traffic on the company's intranet, reducing overall operating expenses
B. provide ability to split up workloads for higher efficiencies and better application support
C. move all operations to the cloud, eliminating the need for onsite IT support
D. eliminate the need to refresh hardware which reduces overall capital expenses

Answer: C

QUESTION NO: 3
What top concern might a customer in the healthcare industry have with client virtualization?

A. System Availability - a virtualized client environment is far less reliable than a traditional IT data center
B. IT Efficiency - client virtualization increases employee flexibility but burdens IT with increased support demands for routine activities

C. Security - client virtualization is risky because it exposes the business environment and its assets to malicious intrusion

D. Employee Productivity - client virtualization imposes a steep learning curve on employees as it requires a change in how they interact with the data center

Answer: C

Reference:
http://searchitchannel.techtarget.com/feature/Health-care-VDI-projects-in-high-demand

QUESTION NO: 4
What cost-effective solution component enables branch office workers to continue collaborating with each other and making external calls even when the corporate network is unavailable?

A. Survivable Branch Communication zl Module powered by Lync
B. HP Intelligent Management Center
C. Redundant IT Infrastructure at the branch office
D. Redundant Branch Office Network switches

Answer: A

Reference:http://h17007.www1.hp.com/docs/one/4AA0-8924ENN.pdf

QUESTION NO: 5
What is a good way to introduce HP Lync Solutions into a conversation with a customer?

A. by asking the customer to identify the specific features of their PBX phone system they like most
B. by finding out if the customer is satisfied with their current PBX provider
C. by asking the customer how they plan to address the obsolescence of their legacy PBX
D. by asking about additional features the customer would like to see included in their PBX

Answer: C