

*hp*

*HP2-I15*

*Selling HP Business Personal Systems Hardware 2020*

**Questions And Answers PDF Format:**

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### Question: 1

How can you Help your worldwide corporate and enterprise customers with stable, consistent images and managed lifecycle transitions?

- A. Offer installation and recycle services.
- B. Offer a product with an HP Care Pack.
- C. Offer a contract for after warranty care.
- D. Offer a product with global series support.

**Answer: D**

### Question: 2

What does the HP Secure Erase do?

- A. It updates and maintains software and security settings across a fleet of PCs and HP Enterprise printers.
- B. It quickly and effectively removes any malware from HP-protected personal systems and printer devices.
- C. It helps with real-time malware protection using deep neural nets, including zero-day attacks.
- D. It permanently destroys sensitive information from hard drives and solid-state drives, so it can never be recovered or compromised.

**Answer: C**

### Question: 3

What are some of the HP Lifecycle Services benefits? (Select two.)

- A. IT asset and budget optimization
- B. installation and management of servers, networking equipment, printers, and all software for your devices
- C. proactive security and management of qualified HP and 3rd party PC devices
- D. proactive replacement of HP batteries and hard drives before they cause downtime
- E. advanced security policy management for all endpoint devices manufactured by HP

**Answer: BD**

### Question: 4

What is the HP Endpoint Security Controller?

- A. It is a physically isolated and cryptographically protected hardware component.

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- B. It is a control board that informs Microsoft Windows how the PC is protected.
  - C. It is an HP software that holistically controls the security of the PC.
  - D. It is a hardware component that proactively informs HP about security incidents.

**Answer: C**

### Question: 5

Your healthcare customer has overburdened IT staff and inadequate IT resources, but they have a growing need to migrate their devices from Microsoft Windows 7 to Windows 10. Which HP DaaS explanation is correct and relevant to this customer?

- A. HP DaaS is a solution that combines hardware and premium same-day support, proactive management, and services for every stage of the device lifecycle.
- B. HP DaaS is a complete solution that includes migrating from Microsoft Windows 7 to Windows 10 on all existing PCs.
- C. HP DaaS provides security and additional software to monitor the health of your PC, with reduced costs as all reporting is done automatically.
- D. HP DaaS is a complete solution that combines hardware, support, proactive management, and services for every stage of the device lifecycle to optimize IT assets and resources.

**Answer: A**

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