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Exam : **HP2-H88**

Title : **Selling HP Business Personal Systems Hardware 2019**

Vendor : **HP**

Version : **DEMO**

NO.1 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, which is a complete solution that includes migrating from Microsoft Windows 7 to Windows 10 on all existing PCs.
- B.** HP DaaS, which is a solution that combines hardware and premium same day support, proactive management, and services for every stage of the device lifecycle.
- C.** HP DaaS, which provides security and additional software to monitor the health of your PC, with reduced costs as all reporting is done automatically.
- D.** HP DaaS, which 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: D

NO.2 What is HP Sure Start?

- A.** HP built-in hardware battery protection
- B.** HP software for self-healing BIOS protection
- C.** HP built-in hardware self-healing BIOS protection
- D.** 3rd party built-in self-healing BIOS protection

Answer: C

NO.3 What are some of the HP Device as a Service (HP DaaS) benefits?

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

Answer: D

Explanation

<https://store.hp.com/us/en/tech-takes/what-is-daas>

NO.4 What should be the focus of your first sales conversation with a customer?

- A.** offering discounts
- B.** presenting special offers
- C.** selecting the solution
- D.** uncovering their needs

Answer: A