Vendor:HP

Exam Code:HP2-I15

Exam Name: Selling HP Business Personal Systems Hardware 2020

Version: Demo

QUESTION 1

What are some of the HP Device as a Service (HP DaaS) benefits?

A. installation and management of servers, networking equipment, printers, and all software for your devices

B. advanced security policy management for all endpoint devices manufactured by HP

C. IT asset and budget optimization

D. predictive battery usage analytics though the HP DaaS reporting tool

Correct Answer: B

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

QUESTION 2

Which display would be best for a hot desk solution with built-in docking support?

A. HP USB-C Dock G5

B. HP EliteDisplay S340c 34-inch Curved Monitor

C. HP Thunderbolt Dock G2

D. HP EliteDisplay E243d 23.8-inch Docking Monitor

Correct Answer: D

QUESTION 3

How does HP meet the "everything as a service" demand of rapid urbanization?

A. with HP STS (Smart Technologies Service)

B. with HP CSaaS (Cloud Solutions as a Service)

C. with HP DaaS (Device as a Service)

D. with HP CPaaS (Computing Power as a Service)

Correct Answer: C

QUESTION 4

What ate the characteristics of the workforce under 37 years of age?

A. eco-friendly, mid-levels of education, faithful

B. technology focused with flexibility demands and light loyalty

C. tech-friendly, not keen to share information, highly educated

D. directionless, cash rich, highly innovative

E. various masters, remote workers, trustworthy

Correct Answer: B

QUESTION 5

What ate 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

Correct Answer: CD

QUESTION 6

What is HP Sure Start?

A. 3rd party built-in self-healing BIOS protection

B. HP built-in hardware self-healing BIOS protection

C. HP software for self-healing BIOS protection

D. HP built-in hardware battery protection

Correct Answer: B

Reference: https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-4649ENA.pdf

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QUESTION 7

What should you offer to a customer with a major pain point of IT management and device maintenance across their organizations?

A. HP Care Pack

B. HP Services

C. HP Support Assistant

D. HP DaaS one-year pack

Correct Answer: B

QUESTION 8

Which HP product has HP Sure View Gen3 as an option?

A. HP ProBook 400 G6 series Notebook PC

B. HPPro0ne600G4Ai0PC

C. HPEliteOne800G5AiOPC

D. HPChromebook14G5

Correct Answer: C

Reference: https://www.thurrott.com/hardware/196696/hp-introduces-third-gen-of-hp-sure- view-with-new-elitebook-x360-830-eliteone-800-all-in-one

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QUESTION 9

Which HP security solution is correct to recommend to a mobile customer who works with sensitive information in different and often public locations and wants to prevent visual hacking?

A. HP Sure Click

B. HP Biosphere

C. HP Sure Sense

D. HP Sure View

Correct Answer: D

QUESTION 10

Your manufacturing customer is looking for a solution for their creative teams that optimizes flexibility (hot desking). Members of these teams already standardized on the HP ZBook 17 G5 Mobile Workstations.

Which HP solution should you recommend to this customer?

A. HP Ultraslim Docking Station

B. HP Thunderbolt Dock 120WG2 with the audio module

C. HP Thunderbolt Dock 230W G2 with the combo cable

D. HP USB-C Mini Dock

Correct Answer: C

QUESTION 11

Why is the HP Endpoint Security Controller integral to the HP security stack?

A. It is the foundation of the HP security stack that creates the root of trust between the HP security solutions and the PC hardware.

B. It is user-ready software that connects HP security services to the PC in a simple, intuitive way.

C. It is another name given to the Trusted Platform Module (TPM), a dedicated microcontroller designed to secure the hardware through integrated cryptographic keys.

D. It controls which information is sent to 3rd party security providers, including Intel and Microsoft.

Correct Answer: A

Reference: https://www8.hp.com/h20195/v2/GetPDF.aspx/4AA7-2796ENW.pdf (2)

QUESTION 12

Your customer spends 40% of time at the office and is looking for a way to quickly connect to existing external monitors. Which accessory would be most useful to add to their HP EliteBook?

A. HP Hot Desk Stand

B. HP Docks

C. HP Wireless Keyboard and Mouse

D. HPShareboard

Correct Answer: B