ITTEST

QUESTION & ANSWER

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Exam : **HP2-E40**

Title : HP Visual
Collaboration-Sales

Version : DEMO

1.Your customer is concerned that because it is SVC-based, buying HP Visual Collaboration will lock them into a proprietary solution.How should you respond to this customer? (Select two.)

A.Tell the customer not to worry; it is not important that the solution interoperate with other endpoints.

B.Advise the customer that HP is currently participating in several industry organizations that are focused on interoperability.

C.Explain that HP believes that SVC will become an industry standard, so interoperability will not be an issue.

D.Tell the customer that all SVC-based endpoints from different vendors interoperate, so this is not an issue.

Answer: B,C

2.You are discussing the HP Visual Collaboration with a potential customer.Which key selling points should you present? (Select two.)

A.HPVC uses HP proprietary hardware, services, and solutions to provide the best visual experiences company-wide.

B.HPVC lowers capital costs and simplifies management with a scalable infrastructure.

C.HPVC reaches anyone face-to-face in LD, without the high cost of proprietary hardware.

D.HPVC lowers travel costs and improves productivity for the entire workforce.

Answer: D

3.Your customer asks why she shouldn't buy the visual collaboration products directly from Vidyo or one of their channel partners.How should you respond to this customer?

A.Tell the customer that HP has modified the software code to add new features and make it a higher quality experience for the end user.

B.Advise the customer that HP offers several cost-savings features that are not offered by other vendors of the product.

C.Explain that HP offers a complete solution including endpoints, infrastructure, services, networking and on-going support.

D.Tell the customer that only HP has the knowledge and expertise to successfully integrate the products into the customer's current infrastructure.

Answer: B