

DUMPS ARENA

Selling HP Device as a Service 2018

HP HP2-H69

Version Demo

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QUESTION NO: 1

Used as a modern service model for commercial organizations, what does HP Device as a Service deliver? (Select three.)

- A. cost predictability
- B. improved profitability
- C. IT performance and agility
- D. a more mobile workforce
- E. better revenue streams
- F. improved productivity

ANSWER: A D F**QUESTION NO: 2**

You are about to attend a meeting with a company CFO (Chief Financial Officer). Which discovery questions would be appropriate for this meeting? (Select two.)

- A. How do you adapt your IT infrastructure to quickly address changing business needs?
- B. How are you currently managing device security challenges?
- C. Do you have mounting pressure to drive device innovation and productivity while decreasing your costs?
- D. Have you assessed the cost of ownership through the entire device lifecycle?
- E. What challenges do you face in securing a multi-device and multi-OS IT environment?

ANSWER: C D**QUESTION NO: 3**

Which IT challenge indicates a good opportunity for HP DaaS?

- A. a complex mixed device and OS environment
- B. the need for interoperable device applications to drive efficient data interchange
- C. low levels of workflow automation across IT functions
- D. problems with end-users using third-party document-sharing tools such as Dropbox

ANSWER: A

QUESTION NO: 4

What is an end-user productivity issue that could indicate an opportunity for HP DaaS?

- A.** device reliability issues from an aging device fleet that cause end-user downtime
- B.** a need for end-user training to enhance Microsoft Office application skills
- C.** a high proportion of mobile employees who need to be monitored to ensure they are on the job
- D.** poor access to timely information

ANSWER: D

QUESTION NO: 5

Who is primarily responsible for the installation of the lightweight software client app on devices for the HP DaaS Analytics and Proactive Management service?

- A.** HP Service Experts
- B.** customer IT Admins
- C.** channel partner IT Admins
- D.** external IT Admin Experts

ANSWER: B