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HP Visual Collaboration-Sales

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QUESTION: 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: C,D

QUESTION: 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: B, D

QUESTION: 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: C

QUESTION: 4

What should you do to activate the HPVC Room system if it is in sleep mode?

- A. Disconnect and then reconnect power to the Room appliance
- B. Attach your laptop to the Room appliance using a VGA cable
- C. launch the HPVC Room UI Portal from the Room appliance
- D. Press any button on the Remote Control to display the user interface

Answer: D

QUESTION: 5

In HP Visual Collaboration, how does native rate matching help to conserve bandwidth?

- A. by sending high resolution data only to the devices that support it
- B. by sending low resolution data only to the devices that support it
- C. by sending medium resolution data only to the devices that support it
- D. by sending high bandwidth data only to the devices that support it

Answer: D

QUESTION: 6

When preparing for an HP Visual Collaboration demonstration, what should you make sure to include? (Select two.)

- A. at least two participants
- B. at least three participants
- C. ideally, at least one global connection
- D. a legacy room system

Answer: C,D

QUESTION: 7

What are key characteristics of potential customers who are well suited for the HP Visual Collaboration solution? (Select two.)



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