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## **Q&A**

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**Exam** : **HP5-H03D**

**Title** : Delta-Sales Essentials of  
HP Workstations

**Version** : DEMO

1.What does expandability mean for HP ZBook mobile workstations?

- A. upgradable capabilities with a slot for a CD/DVD
- B. upgradable memory and storage with easy access
- C. upgradable ports with security as a central focus
- D. upgradable screen resolution with removable monitor

**Answer: B**

Reference:<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-8242ENW.pdf>(page 6)

2.Which feature of HP Z displays enables users to view standard colors that are the same on all devices?

- A. TCO Certified Edge
- B. IPS Gen 2
- C. Q Displays Port 1.2
- D. sRGB and Adobe RGB color accuracy

**Answer: D**

Reference:<http://www8.hp.com/us/en/campaigns/workstations/dreamcolor-displays.html>

3.If your customer is in the civil engineering business and is concerned with protecting the environment, what can you tell them about HP Z230 workstations to ease their concerns?

- A. HP Z230 workstations have solid-state hard drives and fanless cooling that use far less power for the same performance.
- B. Military grade durability means that HP Z230 workstations are built to protect the environment while withstanding extreme temperatures, bumps, and vibrations.
- C. The small form factor includes the HP Moonshot technology that uses 89% less energy than comparable workstations do.
- D. HP Z230 workstations offer 92% efficient power supplies that reduce environmental impact and reduce total cost of ownership.

**Answer: D**

Reference:[http://h10010.www1.hp.com/wwpc/pscmisc/vac/us/product\\_pdfs/Z230\\_Tower\\_SFF\\_DS\\_.pdf](http://h10010.www1.hp.com/wwpc/pscmisc/vac/us/product_pdfs/Z230_Tower_SFF_DS_.pdf)(page 2)