



# HP2-B120<sup>Q&As</sup>

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#### QUESTION 1

Which statement is true about a "cost per page" click pricing model?

- A. The fixed costs in the contract are included in the base, and the variable costs are included in the click.
- B. The customer pays a fixed amount per month regardless of the pages printed.
- C. Tracking of pages printed is not important.
- D. HP recommends not agreeing to a minimum number of pages per month

Correct Answer: D

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#### QUESTION 2

Which statement best describes the usage of the pricing tool in the Channel Managed Print Services program?

- A. Use of the pricing tool is mandatory for the first three deals in a month
- B. The HP partner must use the pricing tool for contract calculation.
- C. Pricing tool results must be checked by the HP Partner Account Manager before presenting them to the customer
- D. The HP partner can choose whether or not to adopt the tool.

Correct Answer: B

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#### QUESTION 3

What are the consequences of misusing the HP Channel Managed Print Services program discount? (Select two.)

- A. HP will inform all key competitors of the partner about the misuse.
- B. The partner will pay back the net value of the discounts that HP paid to distribution in order to support the SCRP Program.
- C. The partner will pay back all program achievements, such as contractual bonus and Pay For Results (PFR).
- D. HP will issue a warning letter to the partner, giving 3 months\\' notice to become compliant with the CMPS program or be expelled for a minimum of 2 years.
- E. All existing contracts of the partner will be reassigned to HP directly.

Correct Answer: BE

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#### QUESTION 4

Which HP solution can identify applicable settings on a device and then automatically configure the settings to conform



to a policy on a regular basis?

- A. HP PCL 5 Print Driver
- B. HP Embedded Web Server
- C. HP ePrint Enterprise
- D. HPWebJetadmin

Correct Answer: D

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#### QUESTION 5

What happens to a partner that leaves the cMPS Partner program?

- A. They will become a cMPS Maintenance Partner with continued access to discount (SCRP) for existing contracts only
- B. The partner can continue to use the cMPS program for discounts for new contracts for a period of 12 months after leaving the program.
- C. They will become HP partner Managed Print Service Partner (HPpMPS)
- D. They have all existing contracts in the program managed by HP directly.

Correct Answer: C

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