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QUESTION 1

What is a HP Contractual Cartridge?

- A. Any HP cartridge being used within the cMPS program
- B. HP original cartridge shipped in different packaging with the suffix C
- C. A partner's own clone supplies being used in the cMPS program
- D. HP original cartridge with twice the page yield

Correct Answer: D

QUESTION 2

What does the HP Embedded Web Server do?

- A. Shows which devices are available for printing
- B. Automatically configures settings upon connection to the network
- C. Automatically notifies the IT department when an imaging or printing device is in use
- D. Enables remote management of the imaging and printing device

Correct Answer: D

QUESTION 3

What are obligations of the partner that participates in the HP Channel Managed Print Services program? (Select three.)

- A. Offer a break-fix service.
- B. Use HP Original Supplies.
- C. Offer assessment services
- D. Report contract and supplies activity monthly via HP ICPP portal
- E. Provide onsite service engineers for the customer.
- F. Only use Commercial MFP Product Portfolio.

Correct Answer: ACE

QUESTION 4



Which discount process is used for HP supplies within the cMPS program?

- A. Smart Quote with SBD form
- B. Pre-Approved OPG discount
- C. SCRP
- D. OPG where available

Correct Answer: D

QUESTION 5

The HP channel strategy to win in the contractual printing market is based on which programs?

- A. Inside Partner Managed Print Services, Partner Managed Print Services, and Channel MFP Page Capture
- B. Channel Managed Print Services and Partner Managed Print Services
- C. Channel Managed Print Services, MFP Plus, and Pay for Print
- D. Smart MFP Pay per Use inside Partner Managed Print Services, and Smart Printer Use

Correct Answer: A

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