

**Exam : HP3-C15**

**Title : HP Supplies College Update**

**Version : Demo**

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1. How can you and HP help to manage your customers' acquisition costs?

- A. by offering flexible pricing options, leasing, CPP, Smart Finance or outright purchase
- B. by offering guaranteed buy-back, mid-life upgrades and a diverse model range
- C. by offering lease-and-learn, flexible finance rates, charge per click or all-in-click
- D. by offering outright purchase, higher purchase, rental or term purchase with environmental disposal

**Answer: C**

2. What value proposition can HP offer your SMB customers?

- A. Start simple, work smarter and grow faster.
- B. Start slowly, work relentlessly and grow steadily.
- C. Optimise Infrastructure, motivate users and expand markets
- D. Start Fast, work simply and grow steadily

**Answer: A**

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