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Vendor: HP

Exam Code: HP2-B117

Exam Name: Selling Imaging and Printing Fundamentals

Version: Demo

Question No : 1

What purpose does HP Embedded Capture serve in a network environment?

A. Enhances authorization and authentication features
B. Manages the HP imaging and printing fleet
C. Enforces IT baseline policies
D. Enhances digital sending capabilities

Answer: D

Question No : 2

What makes an HP MFP easier to use and more productive than using the separate devices that it can replace?

A. Many HP MFPs are Common Criteria Certified, and many more are in evaluation for Common Criteria Certification under the IEEE P2600 Protection Profile.
B. HP MFPs are compatible with the HP eSupplies app, which finds the right cartridge for your MFP from the palm of your hand.
C. An HP MFP has a single, easy-to-use interface that provides access to its many features and reduces the amount of training necessary for users.
D. HP MFPs conform to international energy standards, including Energy Star and Blue Angel, reducing stress on the power grid.

Answer: C

Question No : 3

What is a customer giving up when choosing non-HP supplies for use in HP printing devices? (Select two.)

A. Printing speed
B. Input and output capacity
C. HP's promise of discounts on future purchases
D. HP's promise of industry leading print quality
E. HP's promise of durability and reliability

Answer: D,E

Question No : 4

Which feature of many personal HP MFPs and other HP MFPs enables printing from almost any location, from almost any capable device?

A. HP ePrint
B. HP LaserJet modulation
C. HP aPrint
D. HP BiDi

Answer: A

Question No : 5

What does the HP Embedded Web Server do?

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

Answer: D

Question No : 6

Which advantage applies to an MFP?

A. It can print faster than a single-function printer can.
B. It takes up less floor space than individual devices for faxing, scanning, printing, and copying.
C. It uses fewer supplies than a single-function printer does.
D. Once it has reached its monthly print volume, it automatically turns off to limit excess copy charges to the client.

Answer: B

Question No : 7

What are HP Care Pack services?

A. Bundled genuine HP supplies and maintenance kits provided to customers at specific service intervals
B. HP standard limited warranties for devices, supplies, and customer replaceable parts, including full replacement services where required
C. Bundled genuine HP supplies sold contractually
D. Support packages that extend and enhance hardware and software service beyond the scope of the included warranty

Answer: B

Question No : 8

What are HP Managed Print Services?

A. An HP service for businesses who need supplies when they need them, regardless of time of day, weekends, or holidays
B. An HP software program that remotely manages what end users are printing
C. An hp.com database full of answers to customer inquiries about anything from technical issues, to putting new life into printed documents and photographs
D. An HP program that provides genuine HP supplies, maintenance, and break-fix services, plus drives continual improvement for customers across the customer's needs for imaging and printing

Answer: D

Question No : 9

Why is the growth rate of mobile scanners higher than it is for any other segment in the scanner market?

A. Because the market for network scanners is saturated
B. Because mobile scanners use less energy than other scanners do for the image quality they provide
C. Because mobile scanners are less expensive than MFPs are
D. Because mobile workers use traditional scanners more often

Answer: A

Question No : 10

What are some customer benefits of purchasing an HP DesignJet printer rather than outsourcing wide format printing? (Select two.)

A. Reducing energy consumption
B. Configuring and maintaining the printer
C. Controlling the customer's intellectual property
D. Printing on demand
E. More choices of media

Answer: C,D

Question No : 11

Which printer holds a "Guinness Book of World Records" certification as the fastest desktop color printer in the world?

A. IBM 4230-4S3 Dot Matrix printer
B. HP OfficeJet Pro X551 color printer
C. HP Color LaserJet M4555 MFP
D. Xerox Phaser 3635MFP/S

Answer: B

Question No : 12

What is HP Capture and Route?

A. A versatile server-based device driver
B. An MFP-based capture solution
C. A highly secure fleet management solution
D. A highly scalable capture to workflow solution

Answer: A

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