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QUESTION 1

Which statement best describes the HP strategy in the printing and personal systems market?

A. Produce printing and personal systems that are highly desirable and offer the best entry price.

B. Develop long-lasting products at the best market price.

C. Build devices that require replacement within three years to ensure compatibility with software updates.

D. Build a full line of innovative devices, and include the industry\\'s best set of security, mobility and management solutions.
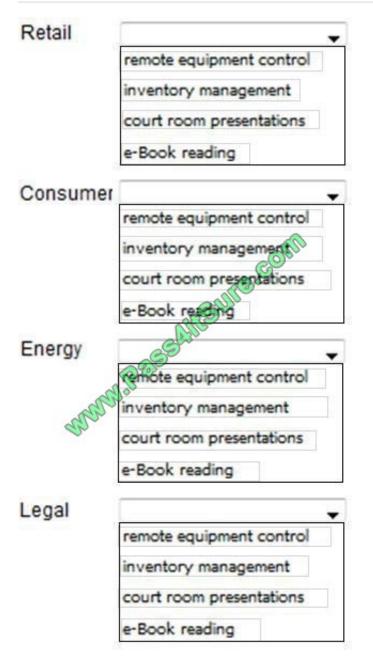
Correct Answer: D

QUESTION 2

Align the industry sectors with their applications:

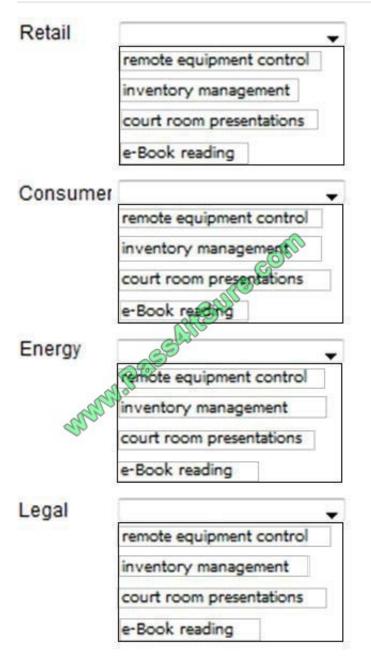| Retail	▼
Consumer	▼
Energy	▼
Legal	▼

Hot Area:

Retail

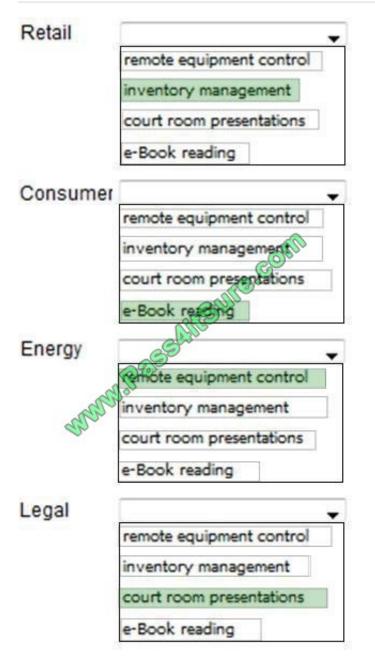| ▼ |
| --- |
| remote equipment control |
| inventory management |
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Correct Answer:

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QUESTION 3

What is the customer benefit behind HP Wireless Direct printing?

A. Making a wireless encrypted connection directly to the printer does not require access to a corporate network.

B. Store print jobs on your mobile device until the user is at the printer to ensure output can be collected immediately.

C. Printing via an Ethernet cable connection avoids potential security risks associated with wireless networks.

D. Connecting and printing via the cloud takes out the need for corporate networks.

Correct Answer: A

Reference: http://c242173.r73.cf3.rackcdn.com/HP-297658581- JetDirect_2800w_white_paper_FINAL.pdf

QUESTION 4

Which kinds of extremes do HP printers undergo during testing? (Select two.)

A. temperature/humidity

B. vibration

C. under water

D. dust and pollution

E. loud noise

F. dropped from 10 feet

Correct Answer: AD

QUESTION 5

Your customer is scanning large numbers of documents. They are finding that the built-in Optical Character Recognition (OCR) in their Flow MFP 575 is not able to keep up with the processing demands to create editable, searchable documents.

Which solution should you recommend?

A. HP Access Control

B. HP Capture and Route

C. HP Digital Sending Software

D. HP Embedded Capture

Correct Answer: C

QUESTION 6

How does HP\\'s new toner formula help protect the environment?

A. by facilitating the disposal of cartridges

B. reduced paper absorption

C. reduced energy consumption during printing

D. by allowing higher firing speeds

Correct Answer: D

QUESTION 7

What is the target market for a personal printer in terms of number of users per device?

A. 1-5 users

B. 6-15 users

C. 10-30 users

D. 15-60 users

Correct Answer: A

QUESTION 8

Your SMB customer has a series of ad hoc paper-based processes to manage their business. They need to create workflows to improve their efficiency. Which solution would you recommend?

A. A Smart MFP solution, like an HP Flow MFP

B. A Smart MFP solution, like an HP Flow MFP, plus HP Capture and Route

C. A high speed scanner, like an HP Scanjet Enterprise Flow N9120 Flatbed scanner

D. A full document management system with integrated document and applications workflows

Correct Answer: A

QUESTION 9

If a customer is looking to print only mono pages, what should you recommend\\'?

A. an HP LaserJet printer

B. an HP MFP flow device

C. an HP DesignJet printer

D. an HP OfficeJet Printer

Correct Answer: A

QUESTION 10

What can you find at MyHPSalesGuide.com? (Select three.)

A. product specifications

B. cashback guides

C. support phone numbers

D. supplies and accessories

E. training exams

F. specific pricing

G. product selection help

Correct Answer: ADG

QUESTION 11

Which serviceability benefit does the HP EliteBook 800 series offer?

A. remote servicing support

B. a replacement device within two days

C. a two hour on-site visit

D. tool-less serviceability

Correct Answer: D

QUESTION 12

Your customer needs a rugged mobile workstation that can support up to five displays. Which product should you recommend?

A. HP Z230

B. HP ZBook15

C. HP ProBook800

D. HP EliteBook800

Correct Answer: D

And all workstations support multiple displays; for example, even the HP ZBook workstations support up to 5 displays.

Reference: http://www.hp.com/unitedstates/campaigns/workstations/images/datasheet_8470w.pdf (page 1)

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