



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

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#### QUESTION 1

Which property ensures that HP toner provides the best possible print quality in an HP LaserJet printing device?

- A. Resistance to build up of static
- B. Particles resistant to crushing
- C. Varying particle sizes
- D. Smaller uniform particle size

Correct Answer: D

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#### QUESTION 2

Which process must a partner use in the exceptional circumstance of requesting an additional discount on Hardware and HP Care Pack Services?

- A. All exceptions require deal details and business justification to be sent to the local HP Account Manager
- B. If Smart Quote is available, attach extract from the cMPS pricing tool or include deal details in the comment fields
- C. If Smart Quote is available; attach big deal extract from the pricing tool to the SBD form.
- D. Where a pre-approved discount is in place, raise a "top up" OPG discount quoting the cMPS pre- approved SCRP ID.

Correct Answer: A

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#### QUESTION 3

Which statement is true regarding a "level pay" pricing model?

- A. The customer does not pay.
- B. The customer pays a variable amount per month based on the pages printed
- C. The customer pays a fixed amount per defined period with reconciliation every 12 months
- D. The customer pays a fixed amount for the total duration of the contract without annual reconciliation

Correct Answer: B

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#### QUESTION 4

What is part of the HP imaging and printing hardware value proposition?

- A. Number 1 in sales volumes per product



- B. Most new models introduced every year
- C. Smallest product footprint form factor
- D. Recognized for world class reliability

Correct Answer: C

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#### QUESTION 5

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

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