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QUESTION 1

Which option best describes the payment options of a Channel Managed Print Services contract?

- A. Always "all-in" click
- B. Whatever the partner defines within the cMPS terms and conditions
- C. Always "level pay"
- D. Always "base plus click"

Correct Answer: C

QUESTION 2

Which description correctly classifies the HP Access Control solution?

- A. An HP accessory software solution that manages the entire fleet of imaging and printing devices at the same time
- B. An HP add-on solution that provides a cost-effective security improvement to the imaging and printing environment
- C. An integrated, policy-based component of the device firmware that provides user access to device features
- D. An HP solution that is integrated in the device operating system and provides device security settings

Correct Answer: C

QUESTION 3

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 4

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

QUESTION 5

Why do HP engineers rely on the properties of genuine HP supplies when developing HP LaserJet and OfficeJet printing devices? (Select two.)

A. Because HP supplies cost less to use in the product testing process

B. Because HP supplies are specially formulated to work correctly with the printing system

C. Because HP is the only provider of supplies for the Laserjet printing system

D. Because they design HP printers to function only with HP supplies

E. Because when you replace the supplies in a printer, you replace a substantial part of the printer

Correct Answer: BD

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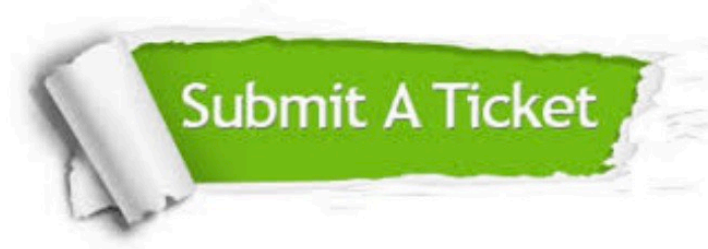
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