



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

Selling HP EMEA cMPS

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#### QUESTION 1

Which statement is true about a "base plus click" pricing model?

- A. The fixed costs in the contract are included in the click.
- B. The fixed costs in the contract are included in the base, and the variable costs are included in the click
- C. The customer pays a fixed amount per month regardless of the pages printed.
- D. The consumables and maintenance kits are included in the base.

Correct Answer: B

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#### QUESTION 2

What is a key activity in the contract upload process?

- A. All contracts calculated with the HP Pricing Tool are reported automatically by the tool into the pricing tool database
- B. The Channel Managed Print Services partner will upload all contracts signed in the previous month by calendar day 5 of the following month
- C. The customer will upload all Channel Managed Print Services partner contracts signed in the previous month by calendar day 10 of the following month
- D. The Partner Business Manager will upload all Channel Managed Print Services partner contracts that were signed in the previous month by calendar day 10 of the following month

Correct Answer: A

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#### QUESTION 3

What is a benefit of the Supplies Contract Reseller Program (SCRP)?

- A. A toolkit including device discovery and monitoring software is provided
- B. HP supports pricing for the cMPS contracts for supplies and distributors
- C. The SCRП ID allows for multi-country HP supplies support
- D. Access to both hardware and HP supplies up-front discount is available.

Correct Answer: B

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#### QUESTION 4

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 5

What is a critical element to remember to ensure a successful uploading of contract and supplies information in the ICPP portal?

- A. A confirmation mail should be sent to the HP account manager after successful upload, quoting the contract IDs.
- B. All upload files are converted into an XML format prior to uploading to the ICPP portal
- C. The supplies import has the correct contract ID to match the contract upload ID.
- D. The supplies and contract information must be consolidated into a single csv file prior to upload to the ICPP portal.

Correct Answer: A

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