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QUESTION 1

What are obligations of the partner that participates in the HP Channel Managed Print Services program? (Select three.)

- A. Offer a break-fix service.
- B. Use HP Original Supplies.
- C. Offer assessment services
- D. Report contract and supplies activity monthly via HP ICPP portal
- E. Provide onsite service engineers for the customer.
- F. Only use Commercial MFP Product Portfolio.

Correct Answer: ACE

QUESTION 2

When is it appropriate for an HP partner in the Channel Managed Print Services program to work with HP Financial Services?

- A. It is the partner's decision to select the financing company, and HP Financial Services is an option.
- B. It is always appropriate
- C. It is appropriate if the contract contains more than 50% HP hardware.
- D. It is appropriate only when HP Superdome servers are included in the contract

Correct Answer: D

QUESTION 3

Which three elements make up the concept of the cMPS pricing tool?

- A. HP core data, general partner data, and specific contract parameters
- B. Specific contract parameters. HP discounts, and HP hardware and accessories
- C. cMPS excel sheet, cMPS price book import sheet, and financial service provider rates
- D. HP core data, customer contract length, and the input of print devices

Correct Answer: B

QUESTION 4



What is important fact to remember about the MPS market?

- A. Device contracts are declining, and MPS is growing.
- B. Transactional business is growing, and MPS market is declining
- C. The MPS market declined in line with the transactional market
- D. MPS market is growing, and the transactional market is declining

Correct Answer: D

QUESTION 5

After learning about the customer's business and market, what is the next step in the MP imaging and printing sales process?

- A. Qualify the customer's ability to buy
- B. Discuss features and benefits of the product you are trying to sell
- C. Bring up promotions, discounts, and service contracts
- D. Assess the customer's work environment

Correct Answer: C

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