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QUESTION 1

What is the advantage to the customer of HP pigmented inks with enhanced durability?

- A. Reduced risk of smearing and fading
- B. Lower entry price
- C. A lower cost per page because cartridges last longer
- D. No leakage from cartridges

Correct Answer: A

The latest HP pigmented inks come with enhanced durability that mean no more smearing.

QUESTION 2

Which organization awarded HP Web Jetadmin its highest rating for the significant benefits it delivers to customers?

- A. IDC
- B. Independent Printing Association
- C. Gartner
- D. Buyers Laboratory Inc.

Correct Answer: D

Web Jetadmin is powerful software delivering substantial benefits for customers - it has been awarded the highest rating of 5 stars by Buyers Laboratory Inc.

QUESTION 3

How many LaserJet Printers has HP shipped over the last 30 years?

- A. 20 million
- B. 30 million
- C. 100 million
- D. 200 million

Correct Answer: B

QUESTION 4



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)

QUESTION 5

The HP All-in-One desktop solution is appropriate for which customer application?

- A. Healthcare CT scan systems
- B. Trading room workstation
- C. Video game development
- D. Office hoteling/hot-desking

Correct Answer: D

All-in-One desktops are ideal for customer self-service, particularly for high profile deployments where a stylish, progressive and clutter-free impression is retained by visitors and clients, for example in Hotel Lobbies, Airline Clubs, Banks, and Customer Service Locations

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