



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

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#### QUESTION 1

What is a HP Contractual Cartridge?

- A. Any HP cartridge being used within the cMPS program
- B. HP original cartridge shipped in different packaging with the suffix C
- C. A partner's own clone supplies being used in the cMPS program
- D. HP original cartridge with twice the page yield

Correct Answer: D

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#### QUESTION 2

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

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#### QUESTION 3

Which statement is true about HP's right to audit?

- A. If the partner is requesting more than a 20% discount on HP original supplies, HP reserves the right to conduct an audit.
- B. HP has the right to perform random audits.
- C. HP will audit all customers with HP Channel Managed Print Services contracts once a year.
- D. HP has no right to audit, but can ask the partner to share all contracts.

Correct Answer: C

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#### QUESTION 4

Which two major types of HP imaging and printing solutions are available to customers? (Select two.)

- A. Optional solutions that extend functionality



- B. HP solutions integrated in the device
- C. Re-manufactured supplies solutions
- D. Direct mail accessories that auto install
- E. Third-party solutions integrated in the device

Correct Answer: BD

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#### QUESTION 5

In an ideal world, where time and money are not important, which part of the three-part strategic approach to imaging and printing improvement comes first?

- A. Improving the workflow
- B. Managing the fleet
- C. Optimizing the infrastructure
- D. Managing the environment

Correct Answer: A

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