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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

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

QUESTION 3

Which statement is true about HPs 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

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

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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