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QUESTION 1

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

QUESTION 2

Which description correctly classifies the HP Access Control solution?

A. An HP accessory software solution that manages the entire fleet of imaging and printing devices at the same time

B. An HP add-on solution that provides a cost-effective security improvement to the imaging and printing environment

C. An integrated, policy-based component of the device firmware that provides user access to device features

D. An HP solution that is integrated in the device operating system and provides device security settings

Correct Answer: C

QUESTION 3

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

QUESTION 4

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

QUESTION 5

Which benefits do Channel Managed Print Services resellers receive as part of the program? (Select two.)

A. A list of customers to whom they can sell

B. Access to dedicated project management support

C. A USB stick with an automatic assessment tool developed by HP

D. A hardware box full of tools for technicians

E. Access to the Channel Managed Print Services pricing tool

F. Dedicated SRCP code for special pricing on specific HP Supplies

Correct Answer: CE

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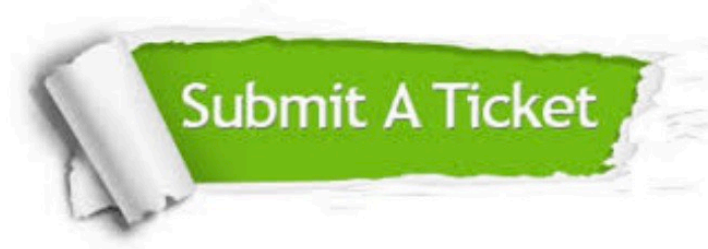
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