



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

Selling HP EMEA cMPS

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#### QUESTION 1

Which statement is true regarding a "level pay" pricing model?

- A. The customer does not pay.
- B. The customer pays a variable amount per month based on the pages printed
- C. The customer pays a fixed amount per defined period with reconciliation every 12 months
- D. The customer pays a fixed amount for the total duration of the contract without annual reconciliation

Correct Answer: B

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#### 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

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#### QUESTION 3

Do HP partners participating in the program get a discount on the HP original supplies used in Channel Managed Print Services contracts?

- A. Yes resellers get \$10 or 7 Euro per month, per toner cartridge extra.
- B. Yes resellers get 8% on the total contract value paid by HP once a year.
- C. No, rebates are linked to hardware only.
- D. Yes discounts on HP original supplies are provided through the distributor participating in the SCRIP program.

Correct Answer: B

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#### QUESTION 4

Which property ensures that HP toner provides the best possible print quality in an HP LaserJet printing device?

- A. Resistance to build up of static



- B. Particles resistant to crushing
- C. Varying particle sizes
- D. Smaller uniform particle size

Correct Answer: D

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#### 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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