HP5-B04D^{Q&As}

Delta - Selling HP Printing and Personal Systems Hardware

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QUESTION 1

Which feature built into HP Flow MFPs enables the creation of editable documents from scanned paper documents?

A. On-board OCR

B. 200 sheet ADF

C. HP EveryPage

D. Single Pass Duplexer

Correct Answer: A

QUESTION 2

How does PIN authentication printing reduce the security risk associated when printing in an open office?

A. Malicious users could guess the PIN number and retrieve confidential documents.

B. Prevents malicious users from changing the device settings from an unsecured control panel.

C. With an encrypted hard drive, there is no need for PIN Printing.

D. Employees may otherwise expose company data by leaving printouts uncollected.

Correct Answer: C

QUESTION 3

What is the customer benefit behind HP Wireless Direct printing?

A. Making a wireless encrypted connection directly to the printer does not require access to a corporate network.

B. Store print jobs on your mobile device until the user is at the printer to ensure output can be collected immediately.

C. Printing via an Ethernet cable connection avoids potential security risks associated with wireless networks.

D. Connecting and printing via the cloud takes out the need for corporate networks.

Correct Answer: A

Reference: http://c242173.r73.cf3.rackcdn.com/HP-297658581- JetDirect_2800w_white_paper_FINAL.pdf

QUESTION 4

What is a benefit of business value selling?

A. It allows customers to compare the features and advantages of a particular product and assess the potential benefits

for their organization.

B. It enables customers to review quotations from different organizations and determine the optimum solution based on product needs.

C. It ensures customers are able to realistically compare product features and advantages and determine the best solution for their organization.

D. It moves the conversation from price and product features and enables the customer to recognize the tangible value of the solution in the context of their business needs.

Correct Answer: D

QUESTION 5

According to research conducted by Gartner, which approach will result in a reduction of 10- 30% of the printing and managing costs associated with end-user interaction, IT support and infrastructure, administration and procurement, and facilities?

A. the use of management tools like HP Web Jetadmin, HP Universal Print Driver, and HP Color Access Control

B. the use of printers specified to have greater than 6000 pages Recommended Monthly Page Volumes

C. the use of a balanced portfolio of printers and MFPs at the departmental and workgroup level

D. the use of printers that have high capacity and easy to replace toner cartridges that lower cost per page

Correct Answer: A

So what is the benefit of a suite of products like Web Jetadmin, HP Universal Print Driver and HP Color Access Control, and the consistent ease of use of the HP LaserJet range? In a research report on the use of printer management systems, Gartner found that Enterprises that actively manage their document output fleets will be able to save between 10 and 30% of their recurrent spending.

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