

Exam : HP3-C24

Title : C24 - Pay For Print Sales

Version : DEMO

1. What is price protection?

- A. protected prices for the supplies during the contract period
- B. protected prices for service and supplies during the contract period
- C. protected prices for the hardware during the contract period
- D. protected prices for the hardware, service and supplies during the contract period

Answer: A

2. Why is HP currently not offering a dedicated pricing tool for the PFP program?

- A. The calculations within the program are so simple that there is no need for a dedicated pricing tool.
- B. The calculations can be done via the general HP contract calculator available at the HP Smart Portal.
- C. The service provider does all contract calculations for the PFP partner.
- D. Due to technical reasons the development of the tool was delayed, but HP will release a dedicated PFP pricing tool in 2011.

Answer: B

3. How is the turnover of the Pay for Print contracts reflected in the quarterly sell-out report from HP?

- A. Pay For Print is considered and reflected like normal supplies business.
- B. Pay For Print provides specific upfront-discounts, as a result the turnover cannot be reflected
- C. Only if the partner is a member of the OPS contract sell-out program, the turnover is reflected as normal supplies business.
- D. 50% of the contract turnover is reflected as normal supplies business.

Answer: A

4. How many invoices are sent to the customer during the lifetime of the contract?

- A. 1
- B. 12
- C. 24
- D. 36

Answer: B

5. How is HP Pay For Print invoiced?

- A. The HP Pay For Print service provider issues a customer invoice at the end of the month on behalf of the partner.
- B. The HP Pay For Print service provider issues a customer invoice once a quarter on behalf of the partner
- C. At the end of the contract period, the HP Pay For Print service provider issues a customer invoice.
- D. Every quarter the Pay For Print service provider will inform HP to create the customer invoice.

Answer: A

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