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QUESTION 1

Your customer needs personal computing devices for complex analysis of company data. Which solution should you recommend\\'?

A. HP EliteBook

B. HPElitePad

C. HP EliteDesk

D. HP NoteBook

Correct Answer: A

QUESTION 2

What is a differentiating feature on the HP ElitePad 1000 series\\'?

A. an 18 inch-screen and an enhanced graphics card

B. enterprise-class docking, accessories ecosystem for vertical industries, including security and retail jacket

C. a titanium case with a new-style screen and keyboard

D. an automatic lock and data disposal

Correct Answer: B

QUESTION 3

Your customer needs a discreet personal computing device for their reception area. Which form factor should you recommend?

A. small form factor (SFF)

B. tower (TWE)

C. desktop mini (DM)

D. ultra slim desktop (USDT)

Correct Answer: D

QUESTION 4

What helps HP achieve best-in-class reliability?

A. resellers giving HP feedback on how reliable their printers are

B. using expensive premium and exotic materials

C. using the HP Total Test process

D. allowing millions of customers to test HP printers when they buy them

Correct Answer: B

QUESTION 5

If your customer is looking to remotely configure, monitor, restore, and customize BIOS. What should you recommend?

A. HP ProtectTools

B. HP Device Manager

C. HP Sure Start

D. HP BiOSphere

Correct Answer: A

QUESTION 6

Which HP solution allows IT administrators to quickly and easily configure and update fleet- wide network settings?

A. LANDesk

B. HP Embedded Web Server

C. HP Device Manager

D. HP Web Jetadmin

Correct Answer: D

QUESTION 7

Which feature of the HP Flow MFPs results in fast and accurate digitization and retrieval of documents of different sizes, thicknesses, and types?

A. HP EveryPage

B. ColorLok

C. all HP Page technology

D. Pagewide Printhead

Correct Answer: C

QUESTION 8

What can you find at MyHPSalesGuide.com? (Select three.)

A. product specifications

B. cashback guides

C. support phone numbers

D. supplies and accessories

E. training exams

F. specific pricing

G. product selection help

Correct Answer: ADG

QUESTION 9

What drives customers to implement workflow solutions?

A. HP Web Jetadmin and Universal Print Driver

B. Efficiency in using information, which means efficiency in serving customers

C. The shift from black and white printing to color

D. Managing the print network

Correct Answer: B

QUESTION 10

How should you prove that inkjet printers perform well?

A. Fiber Channel internal cabling

B. 10 Gigabit network connection

C. fast first page out and high color print speed up to 70ppm

D. single pass duplex printing

Correct Answer: C

QUESTION 11

Which HP feature allows wireless printing from HP Notebooks?

A. HP Insight Control

B. HP Web-Based Server

C. HP ePrint Driver

D. HP Client Automation

Correct Answer: C

QUESTION 12

Where is the customer value in using an HP Enterprise MFP device\\'?

A. Every dollar spent printing involves another nine dollars to manage it, so there is a huge potential for cost savings

B. They use the lowest priced toner cartridges

C. They are the smallest MFPs in the market, which gives the customer more space on their desktop.

D. They are ink-based only: therefore, they give you the lowest cost per page

Correct Answer: A

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