



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

Selling HP EMEA cMPS

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#### QUESTION 1

Which statement is true regarding a "base plus click" pricing model?

- A. It is not recommended to track pages printed by device.
- B. It is recommended to track pages printed by device.
- C. It is not mandatory to track pages printed by device.
- D. It is mandatory to track the pages printed by device.

Correct Answer: B

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#### QUESTION 2

What information needs to be reported in the ICPP portal on a monthly basis? (Select two.)

- A. PDF document of signed contract
- B. copy of the pricing tool, including the detailed calculation S contract start date and end date
- C. amount of non-HP devices at the customer site
- D. serial numbers of devices

Correct Answer: BD

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#### QUESTION 3

What happens to a partner that leaves the cMPS Partner program?

- A. They will become a cMPS Maintenance Partner with continued access to discount (SCRP) for existing contracts only
- B. The partner can continue to use the cMPS program for discounts for new contracts for a period of 12 months after leaving the program.
- C. They will become HP partner Managed Print Service Partner (HPpMPS)
- D. They have all existing contracts in the program managed by HP directly.

Correct Answer: C

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#### QUESTION 4

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 SCRCP program.

Correct Answer: B

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#### QUESTION 5

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

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#### QUESTION 6

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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#### QUESTION 7

Which statement is true about a "base plus click" pricing model?

- A. The fixed costs in the contract are included in the click.
- B. The fixed costs in the contract are included in the base, and the variable costs are included in the click
- C. The customer pays a fixed amount per month regardless of the pages printed.



D. The consumables and maintenance kits are included in the base.

Correct Answer: B

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#### QUESTION 8

What is a benefit for HP partners in the Channel Managed Print Services program?

- A. Purchasing HP services directly from HP
- B. Providing a complete copying solution to customers
- C. Leveraging the quality and recognition of the HP brand
- D. Learning to use printers as if they were copiers

Correct Answer: C

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#### QUESTION 9

Which security feature is included with the HP Universal Print Driver?

- A. Print job encryption
- B. Settings for control panel access controls
- C. Settings to close unused ports
- D. Group security policies

Correct Answer: A

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#### QUESTION 10

Which statement best describes the usage of the pricing tool in the Channel Managed Print Services program?

- A. Use of the pricing tool is mandatory for the first three deals in a month
- B. The HP partner must use the pricing tool for contract calculation.
- C. Pricing tool results must be checked by the HP Partner Account Manager before presenting them to the customer
- D. The HP partner can choose whether or not to adopt the tool.

Correct Answer: B

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#### QUESTION 11

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 12

Who is responsible for the Help Desk support with acMPS contract?

- A. Channel Managed Print Services partner
- B. Customer
- C. HP
- D. Specialized Service Company

Correct Answer: C

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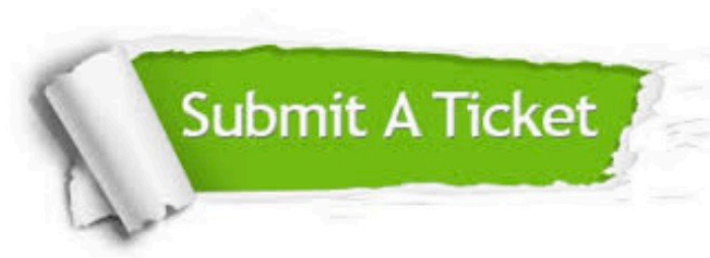
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