

# HP5-B04D<sup>Q&As</sup>

Delta - Selling HP Printing and Personal Systems Hardware

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## **QUESTION 1**

Your customer would like to purchase personal computing products with consistent global configurations, allowing product standardization in up to 151 countries worldwide Which product family should you recommend?

- A. HP EliteBook 600 series
- B. HPProDesk
- C. HP EliteBook Folio 1000 series
- D. HPProBook

Correct Answer: C

Reference: http://www8.hp.com/uk/en/hp-news/press-release.html?id=1232179

#### **QUESTION 2**

Your digital media and entertainment customer needs a workstation display for application development. Which characteristic is the most important for their display?

- A. High quality shaded graphics
- B. High resolution with color fidelity
- C. Wide viewing angle
- D. High resolution output

Correct Answer: B

Digital media and entertainment needs large high resolution displays color fidelity.

## **QUESTION 3**

How would you summarize the potential savings that Thin Client solutions can provide to your customers?

- A. 16% capital cost savings
- B. 34% less maintenance costs
- C. 48% lower total cost of ownership
- D. 79% lower down-time cost per user

Correct Answer: C

## **QUESTION 4**



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Which HP capability replaces the BIOS boot block if a virus corrupts the notebook?

A. HP Device Manager

B. HP Sure Start

C. HP ProtectTools

D. HP Page Lift

Correct Answer: B

Reference: http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-8955ENW.pdf (last page, see the image)

#### **QUESTION 5**

Which management software solution allows IT administrators to manage PCs remotely and deploy images directly to the device?

A. Insight Control management software

B. Data Protector management software

C. LANDesk management software

D. HP Embedded Web Server software

Correct Answer: C

Using LANDesk\\'s management software means that IT can deliver the PC directly to the end user and manage it remotely by deploying the image to the box.

#### **QUESTION 6**

Which powerful HP solutions offer tools to manage security on printers?

A. HP BIOSphere and SureStart technologies

B. Wireless Direct Printing and AirPrint

C. HP Embedded Web Server and Web Jetadmin

D. HP Universal Print Driver and LANDesk

Correct Answer: A

## **QUESTION 7**

Which feature can enable smartphone users to quickly and easily set up a connection to a printer?

A. Wi-Fi network hotspot



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B. NFC: Touch to Print

C. HP Wireless Direct

D. HP ePrint

Correct Answer: C

#### **QUESTION 8**

A customer is looking to combine the functionality of a variety of devices in one space-saving device. What should you recommend?

A. HP Quick Sets

B. an HP Flow Scanner

C. an HP multifunction printer

D. any HP small workteam printer

Correct Answer: C

#### **QUESTION 9**

What would you recommend to your financial trading customer who is looking for a powerful, flexible Thin Client solution?

A. HP t410 All-in-One

B. HP t820 Thin Client

C. HP Mobile Thin Client

D. HP Smart Zero Client

Correct Answer: B

The HP t820 benefits organizations in industries--such as financial trading, architecture, engineering, and military or government agencies--that require high-performance computing to run specialty programs.

## **QUESTION 10**

Your education customer needs to provide personal computing facilities in several dedicated computer rooms to support a large number of students at very low cost Which product line should you offer?

A. HP ElitePad

B. HP Business Desktops

C. HP Zero Clients

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D. HP ProDesk

Correct Answer: B

Reference: http://h20435.www2.hp.com/t5/367-Addison-Avenue-Blog/Expandable-Affordable- HP-s- ProDesk-400/ba-p/85111#.UwJU30KSxHg

#### **QUESTION 11**



Which capability of the HP EliteDesk is key to its serviceability?

- A. USE 3.0 support
- B. A tool-less access
- C. Flexible placement options
- D. Flexible configuration options

Correct Answer: B

HP Elite Desktop PCs are built with components that are designed for tool-less access, so you spend less time and energy performing maintenance, replacements, and upgrades. Reference: http:// www.delightedrobot.com/675/hp-elitedeskdesktop-mini-big-performance-in-a- small-package/

#### **QUESTION 12**

How many LaserJet Printers has HP shipped over the last 30 years?

A. 20 million



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B. 30 million

C. 100 million

D. 200 million

Correct Answer: B

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