HP

HP2-I17 Exam

HP Selling HP Printing Hardware 2020 Exam

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Version: 4.0

Question: 1

HOTSPOT
Identify each characteristic on the left as describing either transaction-based sales or contractual partnerships.

Answer Area

Characteristic	Sales model
Is a less-complex sales process	Transaction-based sales Contractual partnerships
Does not lead to customer loyalty or a predictive revenue stream	Transaction-based sales Contractual partnership
Leads to more upsell and cross-sell opportunities	Transaction-based sales Contractual partnerships
Requires more commitment, knowledge, and expertise	Transaction-based sales Contractual partnerships

Answer:

Characteristic	Sales model
Is a less-complex sales process	Contractual partnerships
Does not lead to customer loyalty or a predictive revenue stream	Transaction-based sales
Leads to more upsell and cross-sell opportunities	Contractual partnerships
Requires more commitment, knowledge, and expertise	Contractual partnerships

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Question: 2

A large SMB customer considering an upgrade tells you that the company considers laser printers to be for businesses and inkjet printers to be tor home offices. How should you respond? (Select two.)

A. HP PageWide is different from typical home printers because it leverages industrial technology.
B. Today's businesses can use HP ScanJet document capture solutions to transform piles of paper into streamlined digital workflows.
C. HP LaserJet printers deliver leading laser performance, print-shop-quality color documents, and the best value for color printing.
D. Businesses of any size can use the stapling and finishing options available on select HP PageWide models.

E. With HP FutureSmart firmware 3.7 and later, customers can upgrade their existing printers with the latest features.

Answer: AE

Question: 3

How does HP Roam tot Business help businesses keep pace with increasing demands for mobile printing capabilities?

A. by enabling HP printers to integrate with HP ID to set up user accounts and authentication without a subscription
B. by providing insights into a fleet's costs, behaviors, and efficiencies through data collected and stored in a cloud-based database
C. by supporting Near Field Communication (NFO-enabled printing while maintaining the business's security policies
D. by replacing printer-specific drivers and mobile apps, allowing users to print from any personal computer or mobile device

Answer: D

Question: 4

What is a difference between HP PageWide printers and HP LaserJet printers?

A. HP PageWide printers have faster paper feeds at the same cost per page as HP LaserJets.
B. HP PageWide printers have lower color costs, faster speeds, and less package waste.
C. HP PageWide printers feature plug-and-play components; HP LaserJets feature customizable components.
D. HP PageWide printers produce better image quality on a wider variety of paper grades.

Answer: B

Question: 5

The manager of a small IT department explains that the company recently acquired several new HP devices. The IT manager asks you for a simple way to configure these new devices tor remote and on-site users. What should you recommend?

A. Access Control Printing Solutions
B. HPWebJetadmin
C. HP Universal Print Driver
D. HP Roam for Business

Answer: C

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