

Vendor: HP

Exam Code: HP2-B117

**Exam Name:** Selling Imaging and Printing Fundamentals

Version: Demo

## **Question No:1**

What purpose does HP Embedded Capture serve in a network environment?

- A. Enhances authorization and authentication features
- B. Manages the HP imaging and printing fleet
- C. Enforces IT baseline policies
- **D.** Enhances digital sending capabilities

**Answer: D** 

#### **Question No: 2**

What makes an HP MFP easier to use and more productive than using the separate devices that it can replace?

- A. Many HP MFPs are Common Criteria Certified, and many more are in evaluation for Common Criteria Certification under the IEEE P2600 Protection Profile.
- **B.** HP MFPs are compatible with the HP eSupplies app, which finds the right cartridge for your MFP from the palm of your hand.
- C. An HP MFP has a single, easy-to-use interface that provides access to its many features and reduces the amount of training necessary for users.
- D. HP MFPs conform to international energy standards, including Energy Star and Blue Angel, reducing stress on the power grid.

**Answer: C** 

## **Question No: 3**

What is a customer giving up when choosing non-HP supplies for use in HP printing devices? (Select two.)

- A. Printing speed
- B. Input and output capacity
- **C.** HP's promise of discounts on future purchases
- **D.** HP's promise of industry leading print quality
- **E.** HP's promise of durability and reliability

Answer: D,E

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## **Question No: 4**

Which feature of many personal HP MFPs and other HP MFPs enables printing from almost any location, from almost any capable device?

- A. HP ePrint
- B. HP LaserJet modulation
- C. HP aPrint
- D. HP BiDi

**Answer: A** 

#### **Question No:5**

What does the HP Embedded Web Server do?

- A. Shows which devices are available for printing
- B. Automatically notifies the IT department when an imaging or printing device is in use
- C. Automatically configures settings upon connection to the network
- **D.** Enables remote management of the imaging and printing device

**Answer: D** 

#### **Question No: 6**

Which advantage applies to an MFP?

- **A.** It can print faster than a single-function printer can.
- **B.** It takes up less floor space than individual devices for faxing, scanning, printing, and copying.
- **C.** It uses fewer supplies than a single-function printer does.
- **D.** Once it has reached its monthly print volume, it automatically turns off to limit excess copy charges to the client.

**Answer: B** 

## **Question No:7**

What are HP Care Pack services?

- **A.** Bundled genuine HP supplies and maintenance kits provided to customers at specific service intervals
- **B.** HP standard limited warranties for devices, supplies, and customer replaceable parts, including full replacement services where required
- **C.** Bundled genuine HP supplies sold contractually
- **D.** Support packages that extend and enhance hardware and software service beyond the scope of the included warranty

Answer: B

## **Question No:8**

What are HP Managed Print Services?

- **A.** An HP service for businesses who need supplies when they need them, regardless of time of day, weekends, or holidays
- B. An HP software program that remotely manages what end users are printing
- **C.** An hp.com database full of answers to customer inquiries about anything from technical issues, to putting new life into printed documents and photographs
- **D.** An HP program that provides genuine HP supplies, maintenance, and break-fix services, plus drives continual improvement for customers across the customer's needs for imaging and printing

Answer: D

## **Question No:9**

Why is the growth rate of mobile scanners higher than it is for any other segment in the scanner market?

- A. Because the market for network scanners is saturated
- **B.** Because mobile scanners use less energy than other scanners do for the image quality they provide
- C. Because mobile scanners are less expensive than MFPs are
- **D.** Because mobile workers use traditional scanners more often

#### Answer: A

## **Question No: 10**

What are some customer benefits of purchasing an HP DesignJet printer rather than outsourcing wide format printing? (Select two.)

- A. Reducing energy consumption
- B. Configuring and maintaining the printer
- **C.** Controlling the customer's intellectual property
- D. Printing on demand
- E. More choices of media

Answer: C,D

## **Question No: 11**

Which printer holds a "Guinness Book of World Records" certification as the fastest desktop color printer in the world?

- A. IBM 4230-4S3 Dot Matrix printer
- B. HP OfficeJet Pro X551 color printer
- C. HP Color LaserJet M4555 MFP
- D. Xerox Phaser 3635MFP/S

**Answer: B** 

## **Question No: 12**

What is HP Capture and Route?

- A. A versatile server-based device driver
- B. An MFP-based capture solution
- C. A highly secure fleet management solution
- **D.** A highly scalable capture to workflow solution

**Answer: A** 

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