

100% Money Back
Guarantee

Vendor:HP

Exam Code:HP2-B120

Exam Name:Selling HP EMEA cMPS

Version:Demo

QUESTION 1

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

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

QUESTION 3

Which statement is true regarding a "level pay" pricing model?

- A. The customer does not pay.
- B. The customer pays a variable amount per month based on the pages printed
- C. The customer pays a fixed amount per defined period with reconciliation every 12 months
- D. The customer pays a fixed amount for the total duration of the contract without annual reconciliation

Correct Answer: B

QUESTION 4

Why do HP engineers rely on the properties of genuine HP supplies when developing HP LaserJet and OfficeJet printing devices? (Select two.)

- A. Because HP supplies cost less to use in the product testing process

- B. Because HP supplies are specially formulated to work correctly with the printing system
- C. Because HP is the only provider of supplies for the Laserjet printing system
- D. Because they design HP printers to function only with HP supplies
- E. Because when you replace the supplies in a printer, you replace a substantial part of the printer

Correct Answer: BD

QUESTION 5

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

QUESTION 6

What is one way to help ensure that HP printing devices maintain the HP reputation for the best possible print quality?

- A. Use power-conditioning devices to ensure constant voltage
- B. Use only original HP supplies
- C. Use only 1500-grit paper as cleaning pages.
- D. Place the device in a cool dry area

Correct Answer: B

QUESTION 7

Which property makes HP toner work correctly in an HP LaserJet printing device?

- A. Liquefies on contact with paper
- B. Mixes evenly to create millions of colors
- C. Soaks into paper for a permanent bond
- D. Melts at the correct temperature

Correct Answer: D

QUESTION 8

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

QUESTION 9

Which three elements make up the concept of the cMPS pricing tool?

- A. HP core data, general partner data, and specific contract parameters
- B. Specific contract parameters. HP discounts, and HP hardware and accessories
- C. cMPS excel sheet, cMPS price book import sheet, and financial service provider rates
- D. HP core data, customer contract length, and the input of print devices

Correct Answer: B

QUESTION 10

After learning about the customer's business and market, what is the next step in the MP imaging and printing sales process?

- A. Qualify the customer's ability to buy
- B. Discuss features and benefits of the product you are trying to sell
- C. Bring up promotions, discounts, and service contracts
- D. Assess the customer's work environment

Correct Answer: C

QUESTION 11

Which discount process is used for HP supplies within the cMPS program?

- A. Smart Quote with SBD form

B. Pre-Approved OPG discount

C. SCRP

D. OPG where available

Correct Answer: D

QUESTION 12

Which option best describes the payment options of a Channel Managed Print Services contract?

A. Always "all-in" click

B. Whatever the partner defines within the cMPS terms and conditions

C. Always "level pay"

D. Always "base plus click"

Correct Answer: C

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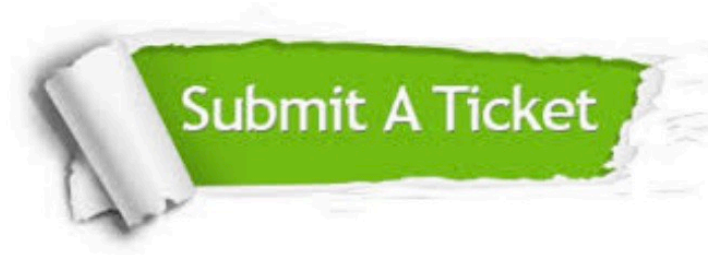
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