

HP

Exam HP2-B119

Selling HP EMEA pMPS

Version: 6.0

[Total Questions: 50]

Question No : 1

Which statement is true about the contract duration for an HP SPS add-on?

- A. It can terminate at the same date as the main contract (co-terminus) or it can terminate at a later date (non-co-terminus).
- B. The contract must have an end date that is separate from the termination of the main contract (non-co-terminus only).
- C. It has fixed contract options of 36, 48, or 60 months.
- D. It is a fixed-term contract of 60 months, paid quarterly in advance.

Answer: C

Question No : 2

In which type of deal does HP pay commission to the partner?

- A. an exception approved by the HP partner account manager
- B. both HP and pMPS classic and HP pMPS inside deals
- C. HP pMPS inside deal only
- D. HP pMPS classic deal only

Answer: C

Question No : 3

Which statements are true about commission on an HP pMPS classic deal? (Select two.)

- A. Commission payment over 25% triggers an exception request to the HP DSC.
- B. Commission payments are paid quarterly over the term of the contract.
- C. Commission is set at 5%.
- D. Commission level is set by the partner and flexible up to 25%.
- E. Commission is set at 10%.

Answer: A,B

Question No : 4

What does the HP Embedded Web Server do?

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

Answer: C

Explanation: When the product is connected to the network, the HP Embedded Web Server is automatically available.

Reference: http://h20564.www2.hp.com/hpsc/doc/public/display?docId=emr_na-c02786263

Question No : 5

What are the four categories of HP imaging and printing solutions strategy?

- A. document management, version control, workflow improvement, and fleet management
- B. courtesy, security, integrity, and robustness
- C. optimization, management, improvement, and version control
- D. manageability, security, mobility, and workflow

Answer: D

Question No : 6

How is the start date set for an HP pMPS contract?

- A. The partner enters a contract start date into HP EDP. After agreement on the contract start date with HP, service usually starts within 10 business days.
- B. Start dates are automated from HP EDP, and typically 30 days after the deal is set to "won" in the portal.
- C. Contract start dates are the partner's responsibility, and actioned by sending an email to the HP local delivery.
- D. The HP service delivery team agrees on a contract start date with the customer directly and advises the partner through the service portal.

Answer: A

Question No : 7

Who must sign an HP pMPS classic contract?

- A. the customer and the partner only
- B. the customer and HP authorized representative
- C. the customer, the partner, and the HP Sales representative
- D. the customer only (in a pMPS classic deal)

Answer: C

Question No : 8

What is HP EDP?

- A. a new program, replacing the HP SPS program
- B. a cloud-based portal with the ability to assess, propose, and generate a contract for a customer
- C. a new pricing tool, distributed to approved partners quarterly
- D. a new pricing support portal that replaces the HP OPG process

Answer: C

Explanation: Express Decision Portal (EDP) An HP-supplied, cloud-based portal that allows approved Partners to generate Fleet Assessment, Business Case, proposal, pricing and contract for Partner MPS services to their customers.

Reference: https://h22186.www2.hp.com/resources/Content/Protect/Glossary_en-US.pdf

Question No : 9

What is one of the main functions of HP Remote Monitoring?

- A. to capture error messages on devices and supplies
- B. to produce reports on user statistics for a customer's entire printer fleet