

HP

Exam HP2-B109

Selling HP Printing and Personal Systems Hardware [2014]

Version: 7.1

[Total Questions: 74]

Question No : 1

Which serviceability benefit does the HP EliteBook 800 series offer?

- A. remote servicing support
- B. a replacement device within two days
- C. a two hour on-site visit
- D. tool-less serviceability

Answer: D

Question No : 2

Which key feature of the HP ElitePad 900 distinguishes it as a true business tablet and reduces the need to port or develop applications?

- A. Integration with HP Web Jetadmin
- B. X86 compatibility with existing Windows applications
- C. 16:10 Aspect Ratio
- D. Remote connectivity to HP LANDesk

Answer: B

Reference: http://pcevolve.com/HP/How%20Do%20%20Sell%20t/HP-ElitePad_Sales_Playbook.pdf (page 2, x86 and windows compatible)

Question No : 3

Which organization awarded HP Web Jetadmin its highest rating for the significant benefits it delivers to customers?

- A. IDC
- B. Independent Printing Association
- C. Gartner
- D. Buyers Laboratory Inc.

Answer: D

Explanation:

Web Jetadmin is powerful software delivering substantial benefits for customers - it has been awarded the highest rating of 5 stars by Buyers Laboratory Inc.

Question No : 4

Which characteristic of the HP EliteDesk Mini makes it suitable for video surveillance?

- A. It is the industry's smallest enterprise-class desktop PC
- B. Its volume measures 1.05L, which is smaller than a desk phone.
- C. It has flexible deployment options.
- D. It requires very low power when idling (8 watts).

Answer: A

Reference: <http://h20435.www2.hp.com/t5/367-Addison-Avenue-Blog/HP-Discover-New-Downsized-Desktops-Displays/ba-p/86175>

The HP Desktop Mini PCs are small enough that they can fit almost anywhere, and require very low power when idling – eight watts. So they can be used cost-effectively in applications where the PC needs to be on all the time...

Question No : 5

Which statement best illustrates a business value?

- A. By using this HP Flow MFP solution you will save the organization \$200,000 per year
- B. By deploying this HP Desktop PC each device will take less than 8 Watts when idling.
- C. By upgrading to this HP Workstation you will increase developer productivity by 25%.
- D. By using this HP Flow MFP solution users will be able to scan multi-page documents with mixed page sizes automatically

Answer: A

Question No : 6

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

Answer: C

Explanation:

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 No : 7

What could a customer use to limit color printing to specific groups of users or specific applications?

- A. 8" color touch screen
- B. HP Universal Print Driver
- C. HP Web Jetadmin
- D. HP Color Access Control

Answer: D

Explanation:

HP Color Access Control lets organizations control color and set color quantity limits by user and user group and HP is one of the few vendors to lock out color use by application.

Question No : 8

Your customer needs a rugged mobile workstation that can support up to five displays. Which product should you recommend?

- A. HP Z230
- B. HP ZBook15
- C. HP ProBook800
- D. HP EliteBook800

Answer: D

Explanation:

All workstations support multiple displays; for example, even the HP ZBook workstations support up to 5 displays.

Reference: http://www.hp.com/united-states/campaigns/workstations/images/datasheet_8470w.pdf (page 1)

Question No : 9

Your customer is planning a workstation project that will engage team members dispersed across a wide geographical area. Which software solution will enable them to collaborate easily, with access to the full power of the remote workstation?

- A. HP Insight Remote Support
- B. HP Virtual Rooms
- C. HP Remote Graphics Software
- D. Microsoft Lync

Answer: C

Explanation:

HP Z Workstations Remote Graphics Software or RGS allows users to remotely access their workstation desktop from any internet-connected PC, thin client, notebook or even a tablet.

All the HP Z Workstations incorporate this built-in workstation class remote access, enabling access to the full power of the remote workstation, including the most compute intensive applications.

Question No : 10

Which HP business notebook would you recommend for an executive who needs constant

connectivity and enterprise features?

- A. HP ElitePad 900
- B. HP EliteBook 1000
- C. HP 200 Notebook
- D. HP Z1 Workstation

Answer: B

Explanation:

The EliteBook 1000 is a cutting edge Ultrabook™ design, with constant connectivity, and enterprise features for highly mobile executive and knowledge workers.

Question No : 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

Answer: B

Explanation:

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-elitedesk-desktop-mini-big-performance-in-a-small-package/>

Question No : 12

Which HP capability allows users to safely send encrypted files to colleagues?

- A. HP self-encrypted hard drives
- B. HP Biosphere

- C. HP Web Jetadmin
- D. HP Trust Circles

Answer: D

Explanation:

So what are Trust Circles?

... First of all, users create trusted groups for file sharing...

The trusted groups can consist of a variety of different audiences – perhaps a team in finance or marketing The user simply Saves or Creates or Moves files into folders that they choose

The Files are always protected no matter how they leave the system or where they go.

Question No : 13

Which HP feature allows wireless printing from HP Notebooks?

- A. HP Web-Based Server
- B. HP Universal Print Driver
- C. HP Insight Control
- D. HP ePrint Driver

Answer: D

Question No : 14

Your customer is experiencing large numbers of calls to the Help Desk. You know that Web Jetadmin will reduce the number of these calls. To build your business case, which figure would you use to estimate the cost to the customer for each call?

- A. \$30
- B. \$40
- C. \$50
- D. \$60

Answer: A