

# HP

## Exam HP2-B120

### Selling HP EMEA cMPS

Version: 6.0

[ Total Questions: 50 ]

**Question No : 1**

Which benefits do Channel Managed Print Services resellers receive as part of the program? (Select two.)

- A. A list of customers to whom they can sell
- B. Access to dedicated project management support
- C. A USB stick with an automatic assessment tool developed by HP
- D. A hardware box full of tools for technicians
- E. Access to the Channel Managed Print Services pricing tool
- F. Dedicated SRCP code for special pricing on specific HP Supplies

**Answer: C,E**

**Question No : 2**

In an ideal world, where time and money are not important, which part of the three-part strategic approach to imaging and printing improvement comes first?

- A. Improving the workflow
- B. Managing the fleet
- C. Optimizing the infrastructure
- D. Managing the environment

**Answer: A**

Reference:

<http://www8.hp.com/h20195/V2/getpdf.aspx/4AA2-4972ENW.pdf?ver=0>

**Question No : 3**

What is part of the HP imaging and printing hardware value proposition?

- A. Number 1 in sales volumes per product
- B. Most new models introduced every year
- C. Smallest product footprint form factor
- D. Recognized for world class reliability

**Answer: C**

Reference:

<http://www8.hp.com/h20195/v2/getpdf.aspx/c04199330.pdf?ver=4>

**Question No : 4**

Which statement is true about HPs right to audit?

- A. If the partner is requesting more than a 20% discount on HP original supplies. HP reserves the right to conduct an audit.
- B. HP has the right to perform random audits.
- C. HP will audit all customers with HP Channel Managed Print Services contracts once a year.
- D. HP has no right to audit, but can ask the partner to share all contracts.

**Answer: C**

Reference:

<http://www8.hp.com/h20195/v2/getpdf.aspx/c04464058.pdf?ver=1.0>

**Question No : 5**

What are the partner benefits of being in the cMPS program? (Select two.)

- A. Better understanding the assessment phase, installation, configuration, and page counter collection of HP machines
- B. End-to-end customer engagement
- C. Ability to download printer drivers
- D. Ability to speak with HP support engineers about printer problems
- E. HP Pricing support for hardware, services, and supplies

**Answer: B,C**

**Question No : 6**

What is a HP Contractual Cartridge?

- A. Any HP cartridge being used within the cMPS program
- B. HP original cartridge shipped in different packaging with the suffix C
- C. A partner's own clone supplies being used in the cMPS program
- D. HP original cartridge with twice the page yield

**Answer: D**

Reference:

<http://www8.hp.com/us/en/ads/instant-ink/overview.html>

**Question No : 7**

Which statement is true regarding a "base plus click" pricing model?

- A. It is not recommended to track pages printed by device.
- B. It is recommended to track pages printed by device.
- C. It is not mandatory to track pages printed by device.
- D. It is mandatory to track the pages printed by device.

**Answer: B**

Reference:

[http://www.hp.com/large/ipg/assets/services/5982-4220EN\\_HPPPU\\_datasheet](http://www.hp.com/large/ipg/assets/services/5982-4220EN_HPPPU_datasheet)

**Question No : 8**

What is a benefit for HP partners in the Channel Managed Print Services program?

- A. Purchasing HP services directly from HP
- B. Providing a complete copying solution to customers
- C. Leveraging the quality and recognition of the HP brand