

**HP HP3-C28**

**Selling HP QuickPage and InCommand Solutions**

**Practice Test**

**Version: 14.20**

**QUESTION NO: 1**

What is an objective of contractual services?

- A. to replace existing partner contracts
- B. to enhance the portfolio of services HP partners can offer their customers
- C. to replace contractual sales with transactional sales
- D. to support HP partners in preparing complex contracts with their customers

**Answer: B**

**Explanation:**

**QUESTION NO: 2**

What is the name of the HP environmental partner program?

- A. HP Planet Earth Partner Program
- B. HP World Green Partner Program
- C. HP Planet Partner Program
- D. HP Green Partner Program

**Answer: C**

**Explanation:**

**QUESTION NO: 3**

Which HP contract offering gives the reseller complete control and uses their own contract?

- A. HP Pay for Print
- B. HP QuickPage
- C. HP Smart Printing Services
- D. HP Channel Led PPU

**Answer: C**

**Explanation:**

**QUESTION NO: 4**

What is included in an HP QuickPage contract?

- A. hardware, support services, supplies, and installation services