

100% Money Back
Guarantee

Vendor: HP

Exam Code: HP2-B120

Exam Name: Selling HP EMEA cMPS

Version: Demo

QUESTION 1

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 2

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

- A. The fixed costs in the contract are included in the click.
- B. The fixed costs in the contract are included in the base, and the variable costs are included in the click
- C. The customer pays a fixed amount per month regardless of the pages printed.
- D. The consumables and maintenance kits are included in the base.

Correct Answer: B

QUESTION 3

Which device and supplies pricing is included within the cMPS pricing tool?

- A. List price aligned to the region you selected when you downloaded the tool
- B. All pricing in the tool is based on an average list price set across EMEA
- C. Net buys prices based on your specific region where pre-approved discounts are in place
- D. No pricing information is within the tool. The partner needs to apply list prices of devices and supplies into the tool, and then apply local-based discounts

Correct Answer: A

QUESTION 4

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 5

Which statement is true about a "cost per page" click pricing model?

- A. The fixed costs in the contract are included in the base, and the variable costs are included in the click.
- B. The customer pays a fixed amount per month regardless of the pages printed.
- C. Tracking of pages printed is not important.
- D. HP recommends not agreeing to a minimum number of pages per month

Correct Answer: D

QUESTION 6

Who manages the financing of a Channel Managed Print Services Contract?

- A. HP Partner Account Manger

- B. HP Financial Services
- C. HP cMPS Partner
- D. HP Services

Correct Answer: D

QUESTION 7

Which process must a partner use in the exceptional circumstance of requesting an additional discount on Hardware and HP Care Pack Services?

- A. All exceptions require deal details and business justification to be sent to the local HP Account Manager
- B. If Smart Quote is available, attach extract from the cMPS pricing tool or include deal details in the comment fields
- C. If Smart Quote is available; attach big deal extract from the pricing tool to the SBD form.
- D. Where a pre-approved discount is in place, raise a "top up" OPG discount quoting the cMPS pre-approved SCRIP ID.

Correct Answer: A

QUESTION 8

When should HP Care Pack Services be used within a cMPS contract?

- A. Always, when supporting HP commercial MFP
- B. Decided by the partner and it is an option as part of the cMPS program
- C. Mandatory for all HP devices supported under the cMPS program
- D. Only when service level responses of less than 4 hours are required

Correct Answer: A

QUESTION 9

Who can benefit from the HP Care Pack value proposition?

- A. Distributor
- B. HP
- C. Only the customer, because it is a customer product
- D. The customer and Channel Managed Print Services partner

Correct Answer: A

QUESTION 10

Which HP solution can identify applicable settings on a device and then automatically configure the settings to conform to a policy on a regular basis?

- A. HP PCL 5 Print Driver
- B. HP Embedded Web Server
- C. HP ePrint Enterprise
- D. HPWebJetadmin

Correct Answer: D

QUESTION 11

Which elements must any Channel Managed Print Services partner have in terms of infrastructure capabilities? (Select two.)

- A. Licenses for Microsoft Access to run the channel-led pricing tool
- B. Onsite resources for large customers
- C. Assessment services with the HP approved audit tools

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