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QUESTION 1

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 2

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
- D. Learning to use printers as if they were copiers

Correct Answer: C

QUESTION 3

Which statement best describes the usage of the pricing tool in the Channel Managed Print Services program?

- A. Use of the pricing tool is mandatory for the first three deals in a month
- B. The HP partner must use the pricing tool for contract calculation.
- C. Pricing tool results must be checked by the HP Partner Account Manager before presenting them to the customer
- D. The HP partner can choose whether or not to adopt the tool.

Correct Answer: B

QUESTION 4

Which three elements make up the concept of the cMPS pricing tool?

- A. HP core data, general partner data, and specific contract parameters
- B. Specific contract parameters. HP discounts, and HP hardware and accessories



- C. cMPS excel sheet, cMPS price book import sheet, and financial service provider rates
- D. HP core data, customer contract length, and the input of print devices

Correct Answer: B

QUESTION 5

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

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