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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

What are the consequences of misusing the HP Channel Managed Print Services program discount? (Select two.)

- A. HP will inform all key competitors of the partner about the misuse.
- B. The partner will pay back the net value of the discounts that HP paid to distribution in order to support the SCRP Program.
- C. The partner will pay back all program achievements, such as contractual bonus and Pay For Results (PFR).
- D. HP will issue a warning letter to the partner, giving 3 months notice to become compliant with the CMPS program or be expelled for a minimum of 2 years.
- E. All existing contracts of the partner will be reassigned to HP directly.

Correct Answer: BE

QUESTION 3

What is a key activity in the contract upload process?

- A. All contracts calculated with the HP Pricing Tool are reported automatically by the tool into the pricing tool database
- B. The Channel Managed Print Services partner will upload all contracts signed in the previous month by calendar day 5 of the following month
- C. The customer will upload all Channel Managed Print Services partner contracts signed in the previous month by calendar day 10 of the following month
- D. The Partner Business Manager will upload all Channel Managed Print Services partner contracts that were signed in the previous month by calendar day 10 of the following month

Correct Answer: A



QUESTION 4

What does the HP Embedded Web Server do?

- A. Shows which devices are available for printing
- B. Automatically configures settings upon connection to the network
- C. Automatically notifies the IT department when an imaging or printing device is in use
- D. Enables remote management of the imaging and printing device

Correct Answer: D

QUESTION 5

After learning about the customer's business and market, what is the next step in the MP imaging and printing sales process?

- A. Qualify the customer's ability to buy
- B. Discuss features and benefits of the product you are trying to sell
- C. Bring up promotions, discounts, and service contracts
- D. Assess the customer's work environment

Correct Answer: C

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