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QUESTION 1

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 2

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.

Correct Answer: B

QUESTION 3

Under which conditions does HP Support Channel Managed Print Services install base deals?

- A. All new contracts must include at least 50% new hardware.
- B. An HP customer agrees to replace the existing install based with new HP printers until the end of the contract
- C. There are no restrictions on the minimum percentage of new hardware in a contract.
- D. An HP partner agrees to report supplies shipment data bi-monthly to the HP Smart Portal.

Correct Answer: D

QUESTION 4

What is important fact to remember about the MPS market?



- A. Device contracts are declining, and MPS is growing.
- B. Transactional business is growing, and MPS market is declining
- C. The MPS market declined in line with the transactional market
- D. MPS market is growing, and the transactional market is declining

Correct Answer: D

QUESTION 5

Which description correctly classifies the HP Access Control solution?

- A. An HP accessory software solution that manages the entire fleet of imaging and printing devices at the same time
- B. An HP add-on solution that provides a cost-effective security improvement to the imaging and printing environment
- C. An integrated, policy-based component of the device firmware that provides user access to device features
- D. An HP solution that is integrated in the device operating system and provides device security settings

Correct Answer: C

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