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QUESTION 1

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 2

What is a benefit of the Supplies Contract Reseller Program (SCRP)?

- A. A toolkit including device discovery and monitoring software is provided
- B. HP supports pricing for the cMPS contracts for supplies and distributors
- C. The SCRП ID allows for multi-country HP supplies support
- D. Access to both hardware and HP supplies up-front discount is available.

Correct Answer: B

QUESTION 3

What is an HP Care Pack?

- A. A fixed product warranty extension covering only return-to-base repairs
- B. A range of break-fix services for HP commercial printers and multifunctional-based products
- C. A box that takes care of the printers when connected to the network
- D. A mandatory service package for all MFP-based HP products

Correct Answer: B

QUESTION 4

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 5

Which two major types of HP imaging and printing solutions are available to customers? (Select two.)

- A. Optional solutions that extend functionality
- B. HP solutions integrated in the device
- C. Re-manufactured supplies solutions
- D. Direct mail accessories that auto install
- E. Third-party solutions integrated in the device

Correct Answer: BD

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