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QUESTION 1

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 SCRP ID.

Correct Answer: A

QUESTION 2

What is a HP Contractual Cartridge?

- A. Any HP cartridge being used within the cMPS program
- B. HP original cartridge shipped in different packaging with the suffix C
- C. A partner's own clone supplies being used in the cMPS program
- D. HP original cartridge with twice the page yield

Correct Answer: D

QUESTION 3

What is part of the HP imaging and printing hardware value proposition?

- A. Number 1 in sales volumes per product
- B. Most new models introduced every year
- C. Smallest product footprint form factor
- D. Recognized for world class reliability

Correct Answer: C

QUESTION 4

Which statement is true about HP's right to audit?

- A. If the partner is requesting more than a 20% discount on HP original supplies. HP reserves the right to conduct an



audit.

- B. HP has the right to perform random audits.
- C. HP will audit all customers with HP Channel Managed Print Services contracts once a year.
- D. HP has no right to audit, but can ask the partner to share all contracts.

Correct Answer: C

QUESTION 5

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

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