



# HP5-B04D<sup>Q&As</sup>

Delta - Selling HP Printing and Personal Systems Hardware

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QUESTION 1

## HP Officejet Pro and Officejet Pro X

	1-5 users	3-10 users	11-15 users	10-30 users	15-60 users
Enterprise					
Mid-Market					
SMB					

Which feature of HP MFPs should you highlight to a customer who is concerned about document scan misfeeds?

- A. HP EveryPage
- B. 8" screen
- C. Automatic Duplex scanning
- D. 200 sheet ADF

Correct Answer: A

QUESTION 2

A customer tells you that they have dropped their Notebook and need a replacement, as their hard drive is not working anymore which feature should you turn into a benefit for the customer?

- A. HP 3D DriveGuard
- B. HP DisplaySafe frame
- C. HPDuraFinish
- D. spill resistant keyboard

Correct Answer: A

QUESTION 3

In an HP study it was shown that IT support staff can reduce the hours spent working on print drivers by as much as



50% and achieve what decrease in manpower to integrate printers?

- A. 35%
- B. 55%
- C. 75%
- D. 95%

Correct Answer: C

In an HP study it was shown that IT support staff can reduce the hours spent working on print drivers by as much as 50% and achieve a 75% decrease in manpower to integrate printers.

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#### QUESTION 4

Which statement best illustrates a business value?

- A. By using this HP Flow MFP solution you will save the organization \$200,000 per year
- B. By deploying this HP Desktop PC each device will take less than 8 Watts when idling.
- C. By upgrading to this HP Workstation you will increase developer productivity by 25%.
- D. By using this HP Flow MFP solution users will be able to scan multi-page documents with mixed page sizes automatically

Correct Answer: A

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#### QUESTION 5

How do HP PPS Solutions go way beyond the product?

- A. by offering mobility, security, manageability, value for money, and reliability
- B. by offering the only real mobile solution out there
- C. by giving sales professionals tools to sell, like myhpsalesguide.com
- D. by deploying an HP Eco Desktop Suite

Correct Answer: A

Reference: <https://h10120.www1.hp.com/expertone/datacard/Exam/HP5-B04D>

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