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QUESTION 1

HP Officejet Pro and Officejet Pro X

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.

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

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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