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QUESTION 1

How would you summarize the potential savings that Thin Client solutions can provide to your customers?

- A. 16% capital cost savings
- B. 34% less maintenance costs
- C. 48% lower total cost of ownership
- D. 79% lower down-time cost per user

Correct Answer: C

QUESTION 2

Why does HP routinely test over 300 different paper types from around the planet?

- A. To find out what the Recommended Monthly Print Volume (RMPV) will be
- B. To rebrand them HP
- C. To ensure that no matter where the customer buys their paper from, their printer will perform as reliably as possible
- D. To check on the competition

Correct Answer: C

Reference: <http://h20195.www2.hp.com/v2/getpdf.aspx/c04234596.pdf?ver=0> (slide 17)

QUESTION 3

Where does most of the environmental impact of a cartridge occur?

- A. during use
- B. in production
- C. during transport and distribution
- D. in recycling and disposal

Correct Answer: A

QUESTION 4

Your customer would like to purchase personal computing products with consistent global configurations, allowing product standardization in up to 151 countries worldwide Which product family should you recommend?



- A. HP EliteBook 600 series
- B. HPProDesk
- C. HP EliteBook Folio 1000 series
- D. HPProBook

Correct Answer: C

Reference: <http://www8.hp.com/uk/en/hp-news/press-release.html?id=1232179>

QUESTION 5

What is a differentiating feature on the HP ElitePad 1000 series\`?

- A. an 18 inch-screen and an enhanced graphics card
- B. enterprise-class docking, accessories ecosystem for vertical industries, including security and retail jacket
- C. a titanium case with a new-style screen and keyboard
- D. an automatic lock and data disposal

Correct Answer: B

Reference: http://www.bluestarinc.com/media/temp/Vartech/2014/mpos/mPOS_HP.pdf (slide 40)

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