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HP HP2-I17

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QUESTION NO: 1

A large healthcare enterprise needs to be able to produce a large volume of scans quickly. They also need to send confidential, high-quality images securely. Which HP solution should you recommend for this customer?

A. Software in the HP ScanJet Pro takes advantage of automated processes for fast scanning and enables a digital stamp to be applied each scanned page for added security.

B. HP Digital Sender Flow workstations have full Web Jetadmin support for extra speed and secure network connections using standard web browsers.

C. HP ScanJet Enterprise Flow products feature HP Smart Document Scan Software (SDSS) for fast, easy capture technology to easily transfer scans securely.

D. An HP ScanJet Pro solution with an automatic document feeder and embedded Web Jetadmin software produces large volumes of scans quickly and securely.

ANSWER: C

Explanation:

HP ScanJet Enterprise Flow products feature HP Smart Document Scan Software (SDSS) for fast, easy capture technology to easily transfer scans securely. This directly fits a healthcare enterprise that must digitize high volumes of documents while preserving image quality and protecting sensitive patient information during document workflows. The Enterprise Flow family is designed for demanding business capture environments, where efficient paper handling and rapid conversion of paper records to digital files are essential. HP Smart Document Scan Software supports streamlined scan capture and document processing, helping users create usable digital records efficiently rather than relying on manual, one-page-at-a-time workflows. Its workflow-oriented capabilities also support sending captured content to appropriate destinations, which is important when confidential records must move through controlled organizational processes. Selecting an Enterprise Flow solution aligns the recommendation with enterprise-scale scanning needs and the secure handling expectations common in healthcare environments. HP provides ScanJet product and support resources at HP Scanner Support, and details its broader approach to protecting devices, data, and workflows at HP Security.

QUESTION NO: 2

A large SMB customer considering an upgrade tells you that the company considers laser printers to be for businesses and inkjet printers to be tor home offices. How should you respond? (Select two.)

A. HP PageWide is different from typical home printers because it leverages industrial technology.

B. Today's businesses can use HP ScanJet document capture solutions to transform piles of paper into streamlined digital workflows.

C. HP LaserJet printers deliver leading laser performance, print-shop-quality color documents, and the best value for color printing.

D. Businesses of any size can use the stapling and finishing options available on select HP PageWide models.

E. With HP FutureSmart firmware 3.7 and later, customers can upgrade their existing printers with the latest features.

ANSWER: A D

Explanation:

HP PageWide is different from typical home printers because it leverages industrial technology. This directly addresses the customer’s assumption that inkjet is only appropriate for home use. HP PageWide business devices use a stationary, page-wide printhead rather than moving a small printhead back and forth across each line. This architecture is derived from high-volume industrial inkjet concepts and is designed to support fast, productive printing for office environments. It gives an SMB a credible ink-based alternative for business document workflows, rather than positioning PageWide as a consumer-style desktop inkjet.

Businesses of any size can use the stapling and finishing options available on select HP PageWide models. Finishing capabilities such as stapling and stacking support professional, shared-department output and reduce manual document

preparation. These options demonstrate that applicable PageWide models can be configured for business workflows that require organized, presentation-ready documents. The availability of enterprise-oriented paper handling and finishing reinforces the key message: ink technology, when implemented in HP PageWide business devices, can meet workplace productivity and output-management requirements. HP describes its PageWide portfolio and technology at HP PageWide printers; product support information for enterprise PageWide systems is available through HP Support.

QUESTION NO: 3 - (SIMULATION)

Identify each characteristic on the left as describing either transaction-based sales or contractual partnerships.



ANSWER: Check the explanation for the answer

Explanation:

Select the following sales model for each characteristic:

Transaction-based selling is generally a simpler, individual-purchase process without the recurring relationship and predictable revenue of a contract. Contractual partnerships require greater expertise and commitment, while creating ongoing opportunities to upsell and cross-sell.

QUESTION NO: 4 - (HOTSPOT)

HOTSPOT

Identify each characteristic on the left as describing either transaction-based sales or contractual partnerships.



ANSWER:



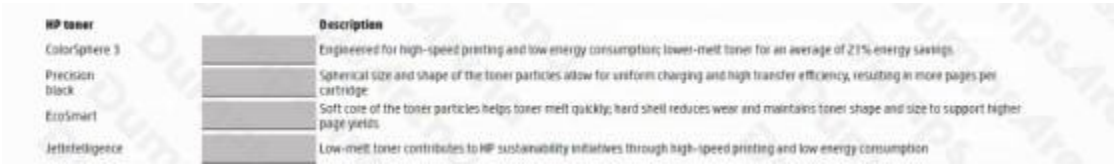
Explanation:

Transaction-based sales are correctly associated with a less-complex sales process and with the absence of an ongoing predictive revenue stream. This model is centered on completing a discrete purchase, so the sales activity generally focuses on the immediate product need and the individual transaction. In contrast, contractual partnerships are correctly associated with greater commitment, knowledge, and expertise because they are based on an ongoing customer relationship rather than a single sale. A contractual model gives the seller recurring opportunities to understand the customer's environment, support evolving needs, and identify relevant additional solutions over time. That continuing engagement naturally creates more opportunities for upselling and cross-selling, while also supporting a more durable customer relationship. This distinction aligns with HP's broader approach to helping partners build services-led and contractual business models that create recurring value for customers and partners. HP describes its partner ecosystem and services opportunities at HP Amplify Partner Program, and provides business printing portfolio information at HP Business Printers. Therefore, the displayed mappings accurately classify the two characteristics of a transaction-based model and the two characteristics of a contractual partnership model.

QUESTION NO: 5 - (DRAG DROP)

DRAG DROP

Match the HP toner type on the left with its description on the right.



ANSWER:



Explanation:

HP's toner technologies are designed around distinct particle-engineering and printer-performance benefits. ColorSphere 3 toner is correctly associated with the soft-core, hard-shell particle design. Its soft inner core supports rapid melting during fusing, while the harder outer shell helps preserve particle shape and reduce wear. This controlled structure supports reliable print quality and helps deliver higher page yields in compatible HP printing systems.

Precision black toner is correctly matched to the spherical particle description. Consistent particle size and shape improve charging behavior and transfer efficiency, which supports dependable black-text output and efficient toner use. EcoSmart toner is correctly linked to lower-melt toner engineered for high-speed printing with reduced energy consumption. Because it can fuse at a lower temperature, the printer requires less energy during operation while still supporting fast output.

JetIntelligence is correctly paired with the low-melt toner sustainability statement. HP JetIntelligence cartridge technology combines toner, cartridge, and printer innovations to support fast printing, lower energy requirements, and efficient use of

consumables. The completed matches therefore accurately connect each named HP toner technology with its corresponding operating or particle-design benefit. HP provides additional information about these laser-printing innovations through its HP Laser Printer resources and its HP Sustainable Impact program.