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Selling HP Printing Hardware 2020

HP HP2-I17

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QUESTION NO: 1

You are meeting with a new customer to discuss their level of expertise and comfort in performing printer/scanner maintenance in house. What should you ask the IT manager to learn about the company's IT management approach? (Select two.)

- A. Is cost or performance more important when deciding to repair or replace old equipment?
- B. Does your maintenance plan allow for replacement equipment to minimize disruption and downtime?
- C. Do you currently have a sustainability policy in place and can you meet your goals?
- D. How do you manage the deployment and configuration of your printers?

ANSWER: B D

QUESTION NO: 2

What advantage does HP JetAdvantage Security Manager offer?

- A. It validates the integrity of the BIOS code and initiates a self-healing automatic device reboot.
- B. It automatically validates print security settings across the fleet to ensure compliance.
- C. It detects anomalies during firmware and memory operations automatically.
- D. It features built-in encryption to protect sensitive information on hard drives.

ANSWER: B

QUESTION NO: 3 - (DRAG DROP)

DRAG DROP

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

HP toner	Description
ColorSphere 3	Engineered for high-speed printing and low energy consumption; lower-melt toner for an average of 21% energy savings.
Precision black	Spherical size and shape of the toner particles allow for uniform charging and high transfer efficiency, resulting in more pages per cartridge.
EcoSmart	Soft core of the toner particles helps toner melt quickly; hard shell reduces wear and maintains toner shape and size to support higher page yields.
JetIntelligence	Low-melt toner contributes to HP sustainability initiatives through high-speed printing and low energy consumption.

ANSWER:

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Explanation:

HP toner	Description
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- ☞ a) ColorSphere 3: Soft core of the toner particles helps toner melt quickly, hard shell reduces wear and maintains toner shape and size to support higher page yields
- ☞ b) Precision: Spherical size and shape of the toner particles allow for uniform charging and high transfer efficiency, resulting in more pages per cartridge
- ☞ c) EcoSmart: Engineered for high-speed printing and low energy consumption,
Lower-melt toner for an average of 21% energy savings
- ☞ d) JetIntelligence: Low-melt toner contribute to HP sustainability initiatives through high-speed printing and low energy consumption

QUESTION NO: 4

Which HP software product provides a web-based interface to install, configure, troubleshoot, and manage both HP and non-HP networked and PC-connected print devices?

- A. Access Control Printing Solutions
- B. Smart Document Scan Software (SD55)
- C. WebJetadmin
- D. JetAdvantage Security Manager

ANSWER: C

QUESTION NO: 5

A sales executive for a small enterprise needs quick access to printed documents but can't always wait in the office for the print job to be ready. Which HP solutions are designed for this customer? (Select two.)

- A. HPWebJetadmin
- B. Access Control Printing Solutions
- C. HP Roam for Business
- D. HP JetAdvantage Secure Print

ANSWER: B D