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QUESTION 1

Where is the customer value in using an HP Enterprise MFP device\?

- A. Every dollar spent printing involves another nine dollars to manage it, so there is a huge potential for cost savings
- B. They use the lowest priced toner cartridges
- C. They are the smallest MFPs in the market, which gives the customer more space on their desktop.
- D. They are ink-based only: therefore, they give you the lowest cost per page

Correct Answer: A

QUESTION 2

What did 87% of CEOs highlight as the biggest IT concern associated with commercial mobility?

- A. software costs
- B. back end and architecture changes
- C. data security
- D. IT training

Correct Answer: B

QUESTION 3

How many LaserJet Printers has HP shipped over the last 30 years?

- A. 20 million
- B. 30 million
- C. 100 million
- D. 200 million

Correct Answer: B

QUESTION 4

Where is the reseller\'s value in recommending an HP Printer or Scanner?

- A. HP has shipped over 200 million printers and 300 million scanners.
- B. Gartner recognizes HP as a leader in MFP, manageability, and security



- C. HP invests in new compatible paper types for emerging markets.
- D. HP only makes printers and helps to deflect selling scanners.

Correct Answer: B

QUESTION 5

How should you prove that inkjet printers perform well?

- A. Fiber Channel internal cabling
- B. 10 Gigabit network connection
- C. fast first page out and high color print speed up to 70ppm
- D. single pass duplex printing

Correct Answer: C

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