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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

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

QUESTION 3

Why is the Recommended Monthly Print Volume (RMPV) important?

- A. It tells you how many sheets of paper you will be able to sell the customer.
- B. It tells you how many pages a printer will print in its entire lifetime
- C. It helps you match the right printer for the right customer\'s environment, to give them the best return on investment
- D. It gives you an indication whether the customer needs mono or color printing.

Correct Answer: D

QUESTION 4

What is the new style of IT from HP?

- A. OfficeJet Carepacks, ZBook and flow MFP
- B. mobility security, cloud, and big data



- C. printing, computing, networking, and software
- D. more customers moving to a cloud-only solution

Correct Answer: C

QUESTION 5

What does a profound transformation in the workplace mean to the customer?

- A. They need greater battery life.
- B. They are looking for notebooks that are thin and light
- C. They have an increased expectation for productivity and style
- D. They need low-priced products.

Correct Answer: D

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