



# HP5-B04D<sup>Q&As</sup>

Delta - Selling HP Printing and Personal Systems Hardware

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### QUESTION 1

How many parts require replacement after 150,000 pages for the HP LaserJet 500 series MFP and Color MFP?

- A. 0 (MFP) and 15 (Color MFP)
- B. 1 (MFP) and 18 (Color MFP)
- C. 2 (MFP) and 21 (Color MFP)
- D. 3 (MFP) and 24 (Color MFP)

Correct Answer: B

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### QUESTION 2

Your customer needs to create and edit high quality video using the 4k standard. Which interconnection supported on the HP ZBook 15 mobile workstation should you recommend?

- A. USB 2.0
- B. USB 3.0
- C. Thunderbolt
- D. Gigabit Ethernet

Correct Answer: C

Thunderbolt will accelerate creative projects with data transfer speeds four times faster than the bandwidth of USB 3.0, easily connecting multiple devices with just one single, compact Thunderbolt port, for example, ensuring smooth, high quality video recording and playback.

hpspps.pdf p.273

Reference: <http://www.slashgear.com/hp-zbook-15-and-17-hands-on-thunderbolt-arrives-with-haswell-10297142/>

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### QUESTION 3

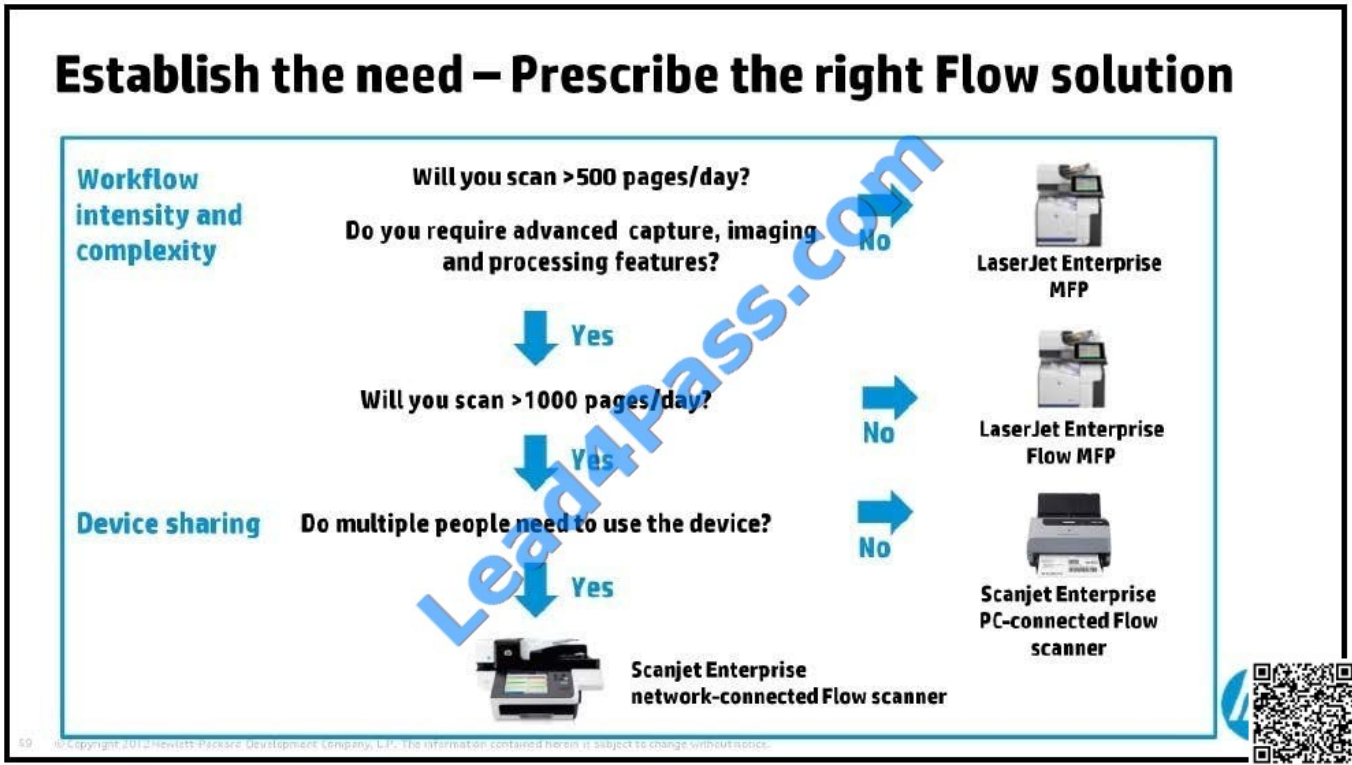
Which product would you recommend to a customer who needs a dedicated device connected to their PC to scan approximately 1,500 documents per day?

- A. HP Digital Sender Flow 8500 Document Capture Workstation
- B. HP LaserJet Enterprise Flow Color MFP 575
- C. HP LaserJet Enterprise Flow MFP M525
- D. HP Scanjet Enterprise Flow 5000 s2 Sheet Feed Scanner



Correct Answer: D

Reference: <http://business.toshiba.com/media/downloads/products/faxes/Scanjet%205000.pdf>



#### QUESTION 4

Align the industry sectors with their applications:

Retail

Consumer

Energy

Legal

Hot Area:



Retail

remote equipment control

inventory management

court room presentations

e-Book reading

Consumer

remote equipment control

inventory management

court room presentations

e-Book reading

Energy

remote equipment control

inventory management

court room presentations

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Legal

remote equipment control

inventory management

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Hot Area:



Retail

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court room presentations

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Consumer

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Energy

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inventory management

court room presentations

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Legal

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Correct Answer:



Retail

- remote equipment control
- inventory management
- court room presentations
- e-Book reading

Consumer

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- court room presentations
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Energy

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Legal

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- inventory management
- court room presentations
- e-Book reading

**QUESTION 5**

What is the advantage to the customer of HP pigmented inks with enhanced durability?

- A. Reduced risk of smearing and fading
- B. Lower entry price
- C. A lower cost per page because cartridges last longer
- D. No leakage from cartridges



Correct Answer: A

The latest HP pigmented inks come with enhanced durability that mean no more smearing.

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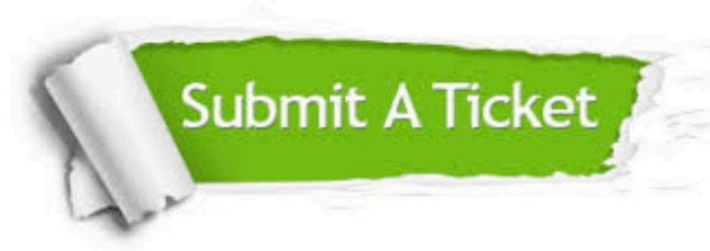
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