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QUESTION 1

When is it appropriate for an HP partner in the Channel Managed Print Services program to work with HP Financial Services?

- A. It is the partner's decision to select the financing company, and HP Financial Services is an option.
- B. It is always appropriate
- C. It is appropriate if the contract contains more than 50% HP hardware.
- D. It is appropriate only when HP Superdome servers are included in the contract

Correct Answer: D

QUESTION 2

What is a HP Contractual Cartridge?

- A. Any HP cartridge being used within the cMPS program
- B. HP original cartridge shipped in different packaging with the suffix C
- C. A partner's own clone supplies being used in the cMPS program
- D. HP original cartridge with twice the page yield

Correct Answer: D

QUESTION 3

Why do HP engineers rely on the properties of genuine HP supplies when developing HP LaserJet and OfficeJet printing devices? (Select two.)

- A. Because HP supplies cost less to use in the product testing process
- B. Because HP supplies are specially formulated to work correctly with the printing system
- C. Because HP is the only provider of supplies for the Laserjet printing system
- D. Because they design HP printers to function only with HP supplies
- E. Because when you replace the supplies in a printer, you replace a substantial part of the printer

Correct Answer: BD

QUESTION 4

Which statement is true regarding a "base plus click" pricing model?



- A. It is not recommended to track pages printed by device.
- B. It is recommended to track pages printed by device.
- C. It is not mandatory to track pages printed by device.
- D. It is mandatory to track the pages printed by device.

Correct Answer: B

QUESTION 5

Which statement is true regarding a "level pay" pricing model?

- A. The customer does not pay.
- B. The customer pays a variable amount per month based on the pages printed
- C. The customer pays a fixed amount per defined period with reconciliation every 12 months
- D. The customer pays a fixed amount for the total duration of the contract without annual reconciliation

Correct Answer: B

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