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**QUESTION 1**

What is a key activity in the contract upload process?

- A. All contracts calculated with the HP Pricing Tool are reported automatically by the tool into the pricing tool database
- B. The Channel Managed Print Services partner will upload all contracts signed in the previous month by calendar day 5 of the following month
- C. The customer will upload all Channel Managed Print Services partner contracts signed in the previous month by calendar day 10 of the following month
- D. The Partner Business Manager will upload all Channel Managed Print Services partner contracts that were signed in the previous month by calendar day 10 of the following month

Correct Answer: A

QUESTION 2

Which elements must any Channel Managed Print Services partner have in terms of infrastructure capabilities? (Select two.)

- A. Licenses for Microsoft Access to run the channel-led pricing tool
- B. Onsite resources for large customers
- C. Assessment services with the HP approved audit tools
- D. Contract management and utility-based invoicing capabilities
- E. A supplies delivery capability

Correct Answer: AE

QUESTION 3

In an ideal world, where time and money are not important, which part of the three-part strategic approach to imaging and printing improvement comes first?

- A. Improving the workflow
- B. Managing the fleet
- C. Optimizing the infrastructure
- D. Managing the environment

Correct Answer: A



QUESTION 4

The HP Channel Managed Print Services program focuses on contracts that include which HP products?

- A. HP Large Format printers
- B. HP LaserJet and multifunction products
- C. HP Commercial Product Portfolio
- D. HP Deskjet printers

Correct Answer: B

QUESTION 5

Which option best describes the payment options of a Channel Managed Print Services contract?

- A. Always "all-in" click
- B. Whatever the partner defines within the cMPS terms and conditions
- C. Always "level pay"
- D. Always "base plus click"

Correct Answer: C

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