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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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