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Exam : HP2-B120

Title : Selling HP EMEA cMPS

Version : DEMO

1.What information needs to be reported in the ICPP portal on a monthly basis? (Select two.)

- A. PDF document of signed contract
- B. copy of the pricing tool, including the detailed calculation S contract start date and end date
- C. amount of non-HP devices at the customer site
- D. serial numbers of devices

Answer: B,D

2.Which statement is true about a "base plus click" pricing model?

- A. The fixed costs in the contract are included in the click.
- B. The fixed costs in the contract are included in the base, and the variable costs are included in the click
- C. The customer pays a fixed amount per month regardless of the pages printed.
- D. The consumables and maintenance kits are included in the base.

Answer: B

3.Which device and supplies pricing is included within the cMPS pricing tool?

- A. List price aligned to the region you selected when you downloaded the tool
- B. All pricing in the tool is based on an average list price set across EMEA
- C. Netbuysprices based on your specific region where pre-approved discounts are in place
- D. No pricing information is within the tool. The partner needs to apply list prices of devices and supplies into the tool,and thenapply local-based discounts

Answer: A

4.What is one way to help ensure that HP printing devices maintain the HP reputation for the best possible print quality?

- A. Use power-conditioning devices to ensure constant voltage
- B. Use only original HP supplies
- C. Use only 1500-grit paper as cleaning pages.
- D. Place the device in a cool dry area

Answer: B

Explanation:

<http://www8.hp.com/in/en/campaigns/rewards/overview.html>

5.Which statement is true about a "cost per page" click pricing model?

- A. The fixed costs in the contract are included in the base, and the variable costs are included in the click.
- B. The customer pays a fixed amount per month regardless of the pages printed.
- C. Tracking of pages printed is not important.
- D. HP recommends not agreeing to a minimum number of pages per month

Answer: D

Explanation:

http://www.hp.com/large/ipg/assets/services/5982-4220EN_HPPPU_datasheet