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QUESTION & ANSWER

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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 pacing 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