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QUESTION & ANSWER

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Exam : **HP2-B149**

Title : Selling HP Printing Hardware 2017

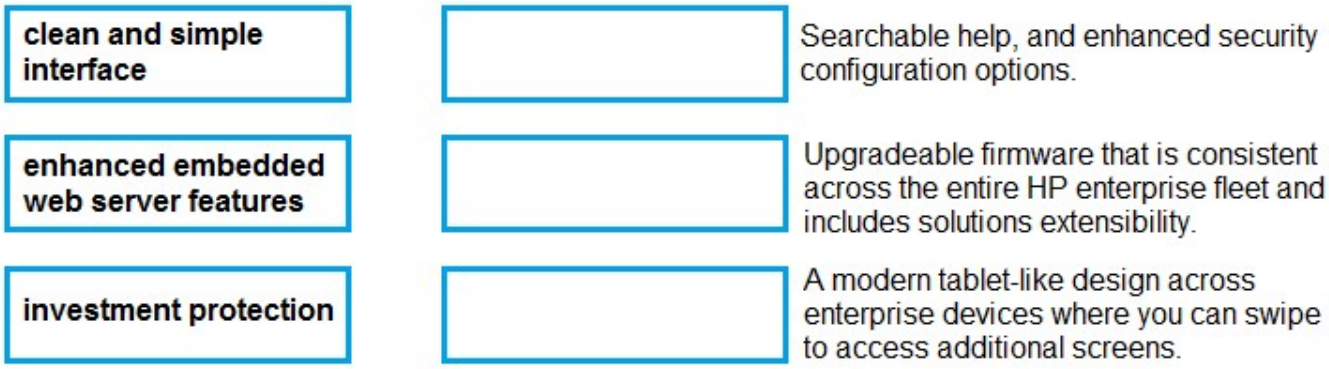
Version : DEMO

1.Which statement is true about HP OfficeJet Pro printer?
A. It comes with HP's fastest printing technology, advanced security and management, and offers HP's lowest print operating costs.
B. It offers professional everyday document quality, low cost-per-page, and has a low purchase price.
C. It offers print shop document quality, fast speeds from business-class to enterprise, and delivers best value for black-only printing.
D. It comes with business-class printing speed, while offering affordable printing costs that allows it to cater to a client with more than 25 users.
Answer: A

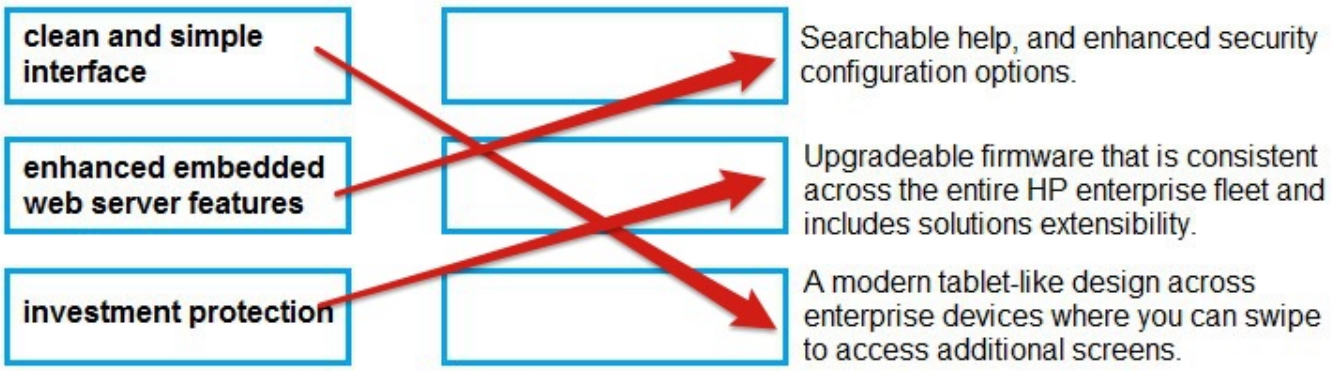
2.Which is true regarding the sustainability of HP printing products and solutions?
A. No current HP products are ENERGY STAR® certified.
B. Overall printing costs are consistent from company to company.
C. Energy-efficient products can also reduce operational costs.
D. Energy consumption of the LaserJet and InkJet portfolios has increased in recent years.
Answer: C

3.While discussing HP products with a customer, when would it be a good time to incorporate the sustainability advantages of HP products?
A. when the customer mentions they are not using Original HP cartridges in HP printers
B. when the customer wants to improve the security of their overall product fleet
C. when the customer wants to gain management control over multi-vendor print environment
D. when the customer says their goal is to increase productivity and employee convenience
Answer: D

4.DRAG DROP
Match the HP FutureSmart firmware feature with its description. (Select all that apply.)



Answer:



5.Which is a unique feature of LaserJet printers?

A. a single paper tray

B. longer Sleep First Page Out Times

C. automatic media-type sensing

D. toner seals require manual removal

Answer: C