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QUESTION & ANSWER

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Exam : **HP3-C28**

Title : Selling HP QuickPage and InCommand Solutions

Version : DEMO

1.What is an objective of contractual services?

A. to replace existing partner contracts

B. to enhance the portfolio of services HP partners can offer their customers

C. to replace contractual sales with transactional sales

D. to support HP partners in preparing complex contracts with their customers

Answer: B

2.What is the name of the HP environmental partner program?

A. HP Planet Earth Partner Program

B. HP World Green Partner Program

C. HP Planet Partner Program

D. HP Green Partner Program

Answer: C

3.Which HP contract offering gives the reseller complete control and uses their own contract?

A. HP Pay for Print

B. HP QuickPage

C. HP Smart Printing Services

D. HP Channel Led PPU

Answer: C

4.What is included in an HP QuickPage contract?

A. hardware, support services, supplies, and installation services

B. hardware, support services, supplies, and workflow assessment

C. support services, installation services, and supplies

D. hardware new and existing, support services, supplies, and installation services

Answer: C

5.Which HP contract offering should you propose if the customer only needs to reduce costs on their HP supplies?

A. HP Channel Led PPU

B. HP QuickPage

C. HP Pay for Print

D. HP Smart Print Services

Answer: B