



Vendor: HP

Exam Code: HP2-B115

Exam Name: Selling HP Printing and Personal Systems
Hardware

Version: DEMO

QUESTION 1

Your education customer needs to provide personal computing facilities in several dedicated computer rooms to support a large number of students at very low cost. Which product line should you offer?

- A. HP ElitePad
- B. HP Thin Clients
- C. HP Business Desktops
- D. HP EliteBook Folio 1000

Answer: D

QUESTION 2

Where is the reseller's value in recommending an HP Printer or Scanner?

- A. HP has shipped over 200 million printers and 300 million scanners.
- B. Gartner recognizes HP as a leader in MFP, manageability, and security
- C. HP invests in new compatible paper types for emerging markets.
- D. HP only makes printers and helps to deflect selling scanners.

Answer: B

QUESTION 3

Which HP solution allows IT administrators to quickly and easily configure and update fleet-wide network settings?

- A. LANDesk
- B. HP Embedded Web Server
- C. HP Device Manager
- D. HP Web Jetadmin

Answer: D

Explanation:

<http://h20195.www2.hp.com/v2/GetPDF.aspx/4aa5-2718enw.pdf>

QUESTION 4

How do HP PPS Solutions go way beyond the product?

- A. by offering mobility, security, manageability, value for money, and reliability
- B. by offering the only real mobile solution out there
- C. by giving sales professionals tools to sell, like myhpsalesguide.com
- D. by deploying an HP Eco Desktop Suite

Answer: A

Explanation:

<https://h10120.www1.hp.com/expertone/datacard/Exam/HP5-B04D>

QUESTION 5

What did 87% of CEOs highlight as the biggest IT concern associated with commercial mobility?

- A. software costs
- B. back end and architecture changes
- C. data security
- D. IT training

Answer: B

QUESTION 6

How should you prove that inkjet printers perform well?

- A. FiberChannel internal cabling
- B. 10 Gigabit network connection
- C. fast first page out and high color print speed up to 70ppm
- D. single pass duplex printing

Answer: C

QUESTION 7

What is the target market for a personal printer in terms of number of users per device?

- A. 1-5 users
- B. 6-15 users
- C. 10-30 users
- D. 15-60 users

Answer: A

QUESTION 8

Approximately how many test steps do HP desktops, thin clients, workstations, and notebooks undergo?

- A. 10,000
- B. 15,000
- C. 30,000
- D. 50,000

Answer: D

Explanation:

<http://www.slideshare.net/mcini/hp-product-and-solutions-overview-2531824>(slide 22, see HP Quality & Engineering)

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