



HP2-B115^{Q&As}

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QUESTION 1

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

Correct Answer: A

QUESTION 2

Which statement is correct regarding HP Quick Sets?

- A. It is a highly virtualized infrastructure that includes scalability and reliability.
- B. Through the HP Universal Print Driver you can set a number of tasks that can be achieved at the touch of a button.
- C. HP Quick Sets let your customers launch document workflows that scan and save documents and get it right every time--at the touch of a button.
- D. HP Quick Sets allow you to manage and retrieve your documents from the cloud.

Correct Answer: B

QUESTION 3

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

Correct Answer: B

QUESTION 4

What is a benefit of selling HP value rather than specifications\?

- A. It allows customers to compare the features and advantages of a particular product and assess the potential benefits for their organization.



- B. It ensures customers are able to realistically compare product features and determine the fastest products for their organization.
- C. It enables customers to review quotations from different organizations and determine the optimum solution based on product needs.
- D. It moves the conversation from price and product features and enables the customer to recognize the tangible value of the solution in the context of their business needs.

Correct Answer: D

QUESTION 5

Which capability of the HP Workstation Z1 is key to its serviceability?

- A. flexible placement options
- B. USB 3.0 support
- C. flexible configuration options
- D. tool-less access

Correct Answer: D

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