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**QUESTION 1**

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

Correct Answer: D

QUESTION 2

Why do HP engineers rely on the properties of genuine HP supplies when developing HP LaserJet and OfficeJet printing devices? (Select two.)

- A. Because HP supplies cost less to use in the product testing process
- B. Because HP supplies are specially formulated to work correctly with the printing system
- C. Because HP is the only provider of supplies for the Laserjet printing system
- D. Because they design HP printers to function only with HP supplies
- E. Because when you replace the supplies in a printer, you replace a substantial part of the printer

Correct Answer: BD

QUESTION 3

Which description correctly classifies the HP Access Control solution?

- A. An HP accessory software solution that manages the entire fleet of imaging and printing devices at the same time
- B. An HP add-on solution that provides a cost-effective security improvement to the imaging and printing environment
- C. An integrated, policy-based component of the device firmware that provides user access to device features
- D. An HP solution that is integrated in the device operating system and provides device security settings

Correct Answer: C

QUESTION 4

Which three elements make up the concept of the cMPS pricing tool?



- A. HP core data, general partner data, and specific contract parameters
- B. Specific contract parameters. HP discounts, and HP hardware and accessories
- C. cMPS excel sheet, cMPS price book import sheet, and financial service provider rates
- D. HP core data, customer contract length, and the input of print devices

Correct Answer: B

QUESTION 5

What are the consequences of misusing the HP Channel Managed Print Services program discount? (Select two.)

- A. HP will inform all key competitors of the partner about the misuse.
- B. The partner will pay back the net value of the discounts that HP paid to distribution in order to support the SCRP Program.
- C. The partner will pay back all program achievements, such as contractual bonus and Pay For Results (PFR).
- D. HP will issue a warning letter to the partner, giving 3 months\\' notice to become compliant with the CMPS program or be expelled for a minimum of 2 years.
- E. All existing contracts of the partner will be reassigned to HP directly.

Correct Answer: BE

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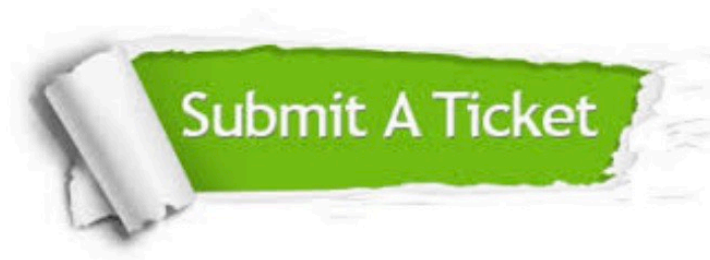
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