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**QUESTION 1**

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 SCRIP 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

QUESTION 2

Do HP partners participating in the program get a discount on the HP original supplies used in Channel Managed Print Services contracts?

- A. Yes resellers get \$10 or 7 Euro per month, per toner cartridge extra.
- B. Yes resellers get 8% on the total contract value paid by HP once a year.
- C. No, rebates are linked to hardware only.
- D. Yes discounts on HP original supplies are provided through the distributor participating in the SCRIP program.

Correct Answer: B

QUESTION 3

What are the partner benefits of being in the cMPS program? (Select two.)

- A. Better understanding the assessment phase, installation, configuration, and page counter collection of HP machines
- B. End-to-end customer engagement
- C. Ability to download printer drivers
- D. Ability to speak with HP support engineers about printer problems
- E. HP Pricing support for hardware, services, and supplies

Correct Answer: BC



QUESTION 4

Which statement is true about HPs right to audit?

- A. If the partner is requesting more than a 20% discount on HP original supplies. HP reserves the right to conduct an audit.
- B. HP has the right to perform random audits.
- C. HP will audit all customers with HP Channel Managed Print Services contracts once a year.
- D. HP has no right to audit, but can ask the partner to share all contracts.

Correct Answer: C

QUESTION 5

Which statement is true regarding a "base plus click" pricing model?

- A. It is not recommended to track pages printed by device.
- B. It is recommended to track pages printed by device.
- C. It is not mandatory to track pages printed by device.
- D. It is mandatory to track the pages printed by device.

Correct Answer: B

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