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QUESTION 1

Who manages the financing of a Channel Managed Print Services Contract?

- A. HP Partner Account Manger
- B. HP Financial Services
- C. HP cMPS Partner
- D. HP Services

Correct Answer: D

QUESTION 2

Under which conditions does HP Support Channel Managed Print Services install base deals?

- A. All new contracts must include at least 50% new hardware.
- B. An HP customer agrees to replace the existing install based with new HP printers until the end of the contract
- C. There are no restrictions on the minimum percentage of new hardware in a contract.
- D. An HP partner agrees to report supplies shipment data bi-monthly to the HP Smart Portal.

Correct Answer: D

QUESTION 3

The HP Channel Managed Print Services program focuses on contracts that include which HP products?

- A. HP Large Format printers
- B. HP LaserJet and multifunction products
- C. HP Commercial Product Portfolio
- D. HP Deskjet printers

Correct Answer: B

QUESTION 4

What are HP Care Pack services?

- A. Bundled Genuine HP supplies and maintenance kits provided to customers at specific service intervals
- B. Support packages that extend and enhance hardware and software service beyond the scope of the included



warranty

C. HP standard limited warranties for devices, supplies, and customer replaceable parts, including full replacement services where required

D. Teams of HP Customer Engineers who travel to customer locations for installation, maintenance, and troubleshooting

Correct Answer: C

QUESTION 5

What is a HP Contractual Cartridge?

A. Any HP cartridge being used within the cMPS program

B. HP original cartridge shipped in different packaging with the suffix C

C. A partner's own clone supplies being used in the cMPS program

D. HP original cartridge with twice the page yield

Correct Answer: D

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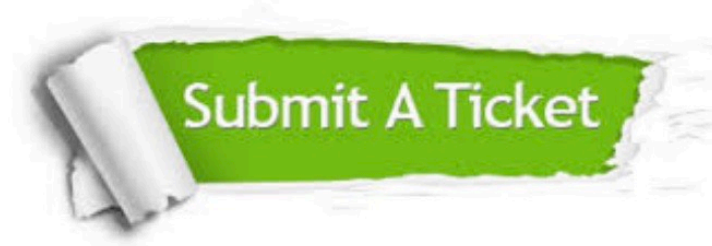
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