

# HP5-B04D<sup>Q&As</sup>

Delta - Selling HP Printing and Personal Systems Hardware

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## **QUESTION 1**

What is the key advantage of the HP strategy that enables enhanced efficiency improvements and savings in workflow costs?

- A. HP has inkjet printers that offer half the cost and twice the speed of laser printers.
- B. HP has Flow capabilities across the printing and scanner families.
- C. HP has MFP devices capable of scanning 10.000 pages per day.
- D. HP has scanners capable of scanning 10,000 pages per day.

Correct Answer: B

#### **QUESTION 2**

Which solution do 70% of businesses agree can improve productivity by three times or more\\'?

- A. Anti-BIOS attack solutions
- B. Database management solutions
- C. Workflow solutions
- D. E-Print solutions

Correct Answer: C

Reference:

https://h30550.www3.hp.com/connect/fileDownload/session/DC1241243222405668101CEAD1 F77090/BB2159\_Discover%202013-BB2159.pdf (slide 6)

Security threats continue to be a real issue: according to the Ponemon Institute, the average cost per incident of corporation information theft is \$5.5M. And research from AIIM confirms the need for workflow solutions to manage the ever-

growing mountain of data, 70% of businesses agree that workflow solutions improve productivity by three times or more.

#### **QUESTION 3**

What is the advantage to the customer of HP pigmented inks with enhanced durability?

- A. Reduced risk of smearing and fading
- B. Lower entry price
- C. A lower cost per page because cartridges last longer



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D. No leakage from cartridges

Correct Answer: A

The latest HP pigmented inks come with enhanced durability that mean no more smearing.

## **QUESTION 4**

Your customer needs a discreet personal computing device for their reception area. Which form factor should you recommend?

- A. small form factor (SFF)
- B. tower (TWE)
- C. desktop mini (DM)
- D. ultra slim desktop (USDT)

Correct Answer: D

## **QUESTION 5**

If a customer is looking to print only mono pages, what should you recommend\\'?

- A. an HP LaserJet printer
- B. an HP MFP flow device
- C. an HP DesignJet printer
- D. an HP OfficeJet Printer

Correct Answer: A

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