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QUESTION 1

How does HP's new toner formula help protect the environment?

- A. by facilitating the disposal of cartridges
- B. reduced paper absorption
- C. reduced energy consumption during printing
- D. by allowing higher firing speeds

Correct Answer: D

QUESTION 2

Your education customer needs to provide personal computing facilities in several dedicated computer rooms to support a large number of students at very low cost. Which product line should you offer?

- A. HP ElitePad
- B. HP Thin Clients
- C. HP Business Desktops
- D. HP EliteBook Folio 1000

Correct Answer: D

QUESTION 3

The HP All-in-One desktop solution is appropriate for which customer application?

- A. Healthcare CT scan systems
- B. Trading room workstation
- C. Video game development
- D. Office hoteling/hot-desking

Correct Answer: D

All-in-One desktops are ideal for customer self-service, particularly for high profile deployments where a stylish, progressive and clutter-free impression is retained by visitors and clients, for example in Hotel Lobbies, Airline Clubs, Banks, and Customer Service Locations

QUESTION 4



Which HP solution replaces the BIOS boot block if a virus corrupts the notebook?

- A. HP Sure Start
- B. HP ProtectTools
- C. HP Device Manager
- D. HP Page Lift

Correct Answer: C

QUESTION 5

Your SMB customer has a series of ad hoc paper-based processes to manage their business. They need to create workflows to improve their efficiency. Which solution would you recommend?

- A. A Smart MFP solution, like an HP Flow MFP
- B. A Smart MFP solution, like an HP Flow MFP, plus HP Capture and Route
- C. A high speed scanner, like an HP Scanjet Enterprise Flow N9120 Flatbed scanner
- D. A full document management system with integrated document and applications workflows

Correct Answer: A

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