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QUESTION 1

HP Officejet Pro and Officejet Pro X

	1-5 users	3-10 users	6-15 users	10-30 users	15-60 users
Enterprise					
Mid-Market					
SMB					

Which feature of HP MFPs should you highlight to a customer who is concerned about document scan misfeeds?

- A. HP EveryPage
- B. 8" screen
- C. Automatic Duplex scanning
- D. 200 sheet ADF

Correct Answer: A

QUESTION 2

Where can you go for further product information?

- A. www.myhpsalesguide.com
- B. your HP Contact
- C. YouTube
- D. <http://www.askhp.com>

Correct Answer: A

QUESTION 3

What drives customers to implement workflow solutions?



- A. HP Web Jetadmin and Universal Print Driver
- B. Efficiency in using information, which means efficiency in serving customers
- C. The shift from black and white printing to color
- D. Managing the print network

Correct Answer: B

QUESTION 4

Your customer wants to assign information about scanned documents that includes the size of the picture, the color depth and when the document was created. What is the generic name of this type of data?

- A. Unstructured data
- B. Editable data
- C. Metadata
- D. Searchable data

Correct Answer: C

QUESTION 5

Which feature built into HP Flow MFPs enables one-touch workflows?

- A. Display and full-size keyboard to easily enter metadata
- B. Advanced image processing for pristine scans
- C. Image preview, which allows view, zoom, edit, and re-order
- D. Quick sets, driven from a large full color screen

Correct Answer: D

Reference: [http://www.shopping.hp.com/en_US/home-office/-/products/Printers/HP- LaserJet/CD646A](http://www.shopping.hp.com/en_US/home-office/-/products/Printers/HP-LaserJet/CD646A)

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