



HP

HP2-B126

Selling HP Printing Hardware

- C. automatic seal remover
- D. easy slide-off glass

Answer: A

Explanation:

<http://www8.hp.com/us/en/hp-news/press-release.html?id=1923205#.V4YAsGh97IU>

QUESTION: 44

What are the key areas of a PageWide print head that makes it so reliable? (Select two.)

- A. large ink tanks
- B. no synchronized rotating components to create a page
- C. no physical contact points
- D. HP ColorSphere toner technology
- E. HP durafast plastic technology
- F. its Liquid powder

Answer: B, E

Explanation:

http://www.hp.com/hpinfo/newsroom/press_kits/2012/FallBizPrinting/HPPageWideTechnologyWhitePaper.pdf

QUESTION: 45

A customer is looking to combine the functionality of a variety of devices in one space-saving device. What should you recommend?

- A. HP Quick Sets
- B. an HP Flow Scanner
- C. an HP multifunction printer
- D. any HP small workteam printer

Answer: C

Explanation:

The HP multifunction printer • Combines the functionality of a variety of devices into one space-saving device • Provides enhanced workflows and security for the imaging and printing environment • Important devices for digital document management

Reference:

[http://www.slideshare.net/ssuser7a3e6e/11-hp-imaging-and-printing-sales-fundamentals\(See Slide#54\)](http://www.slideshare.net/ssuser7a3e6e/11-hp-imaging-and-printing-sales-fundamentals(See Slide#54))

QUESTION: 46

Which statement is true about page maximizer technology with JetIntelligence?

- A. it includes an automatic seal remover.
- B. It is based on intelligent modeling, providing more room for toner
- C. It securely authenticates the type of cartridge installed.
- D. It is supplied with the most current workgroup printers from this year's line-up

Answer: B

Explanation:

<http://www8.hp.com/us/en/hp-news/press-release.html?id=1923205#.V4YCQGH97IU>

QUESTION: 47

A customer frequently needs to print while they are out of the office and have no access to their personal/work printer which HP solution should you recommend?

- A. ePrint Enterprise
- B. HPPrivatePrint
- C. ePrint Mobile Print Location
- D. HP Wireless direct printing

Answer: C

QUESTION: 48

What is the latest technology used in HP high end InkJet office printers?

- A. HP PageWide technology
- B. dual-drop volume technology
- C. Express Station with six new pigment inks
- D. HP ThinkJet technology

Answer: A

Explanation:

<http://www.pcmag.com/article2/0,2817,2373165,00.asp>

QUESTION: 49

What is the target market for a personal printer in terms of number of users per device?

- A. 1-5 users
- B. 6-15 users
- C. 10-30 users
- D. 15-60 users

Answer: A

QUESTION: 50

What are the benefits of cloud storage? (Select two.)

- A. low cost
- B. accurate and easy retrieval of documents
- C. zero paper use in your office
- D. brings down the barriers to color printing
- E. access from everywhere
- F. easy to set up supplies alerts for your printers

Answer: A, E

Explanation:

Cloud storage benefits are low cost, easy to access, data recovery, and flexibility. I've mentioned a couple of items like this idea of data access from anywhere,

Reference:

<http://public.csusm.edu/fangfang/Teaching/HTMmaterial/StudentProjectFall2011/Team3.pdf>

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