



Vendor: HP

Exam Code: HP2-B51

Exam Name: Selling HP Document Solutions

Version: DEMO

QUESTION 1

What are the benefits of an HP document solution sale to both you and your customer?

- A. increased sales of MFPs and greater customer satisfaction
- B. increased sales of printers and a great deal for the customer
- C. higher revenue and sales margins, and the opportunity to change the customer's work methods to increase efficiency and reduce costs
- D. higher sales volume and overheads, and the opportunity to change the customer's work methods to increase head count and reduce costs

Answer: C

QUESTION 2

What can IT departments provide to justify spending on new projects.?

- A. ROI analysis
- B. SAP analysis
- C. ERP analysis
- D. ROA analysis

Answer: A

QUESTION 3

What do IT departments need to do to gain support for new projects?

- A. ensure the project comes in on budget
- B. satisfy the issues of implementation, roll out, and support
- C. satisfy the issues raised by finance and purchasing departments
- D. ensure the project meets overall business strategy and identify the beneficiaries

Answer: D

QUESTION 4

What is a horizontal solution?

- A. a solution that focuses on print infrastructure solutions
- B. a solution that focuses on print management solutions
- C. a solution that addresses the needs and pain points of many business sectors
- D. a solution that addresses the needs and pain points of one specific business sector

Answer: A

Thank You for Trying Our Product

PassLeader Certification Exam Features:

- ★ More than **99,900** Satisfied Customers Worldwide.
- ★ Average **99.9%** Success Rate.
- ★ **Free Update** to match latest and real exam scenarios.
- ★ **Instant Download** Access! No Setup required.
- ★ Questions & Answers are downloadable in **PDF** format and **VCE** test engine format.
- ★ Multi-Platform capabilities - **Windows, Laptop, Mac, Android, iPhone, iPod, iPad**.
- ★ **100%** Guaranteed Success or **100%** Money Back Guarantee.
- ★ **Fast**, helpful support **24x7**.



View list of all certification exams: <http://www.passleader.com/all-products.html>



10% Discount Coupon Code: STNAR2014