



Vendor: HP

Exam Code: HP2-B126

Exam Name: Selling HP Printing Hardware

Version: DEMO

QUESTION 1

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

- A. It reduces the risk of smearing and fading
- B. it reduces the cost per page because cartridges last longer
- C. it lowers the entry price
- D. It prevents leakage from cartridges

Answer: A

QUESTION 2

How many years has HP been innovating and evolving InkJet printers?

- A. more than 35
- B. fewer than 20
- C. fewer than 30
- D. more than 45

Answer: C

QUESTION 3

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

QUESTION 4

What could a customer use to limit color printing to specific groups of users or specific applications?

- A. 8" color touch screen
- B. HP Universal Print Driver
- C. HP Web Jetadmin
- D. HP Color Access Control

Answer: D

Explanation:

HP Color Access Control lets organizations control color and set color quantity limits by user and user group and HP is one of the few vendors to lock out color use by application.

QUESTION 5

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. HPPriatePrint
- C. ePrint Mobile Print Location
- D. HP Wireless direct printing

Answer: C

QUESTION 6

Your SMB customer has a series of paper -based processes to manage their business.They need to create digital Workflows that are fully embedded into the device to improve the efficiency. Which solution should you recommend?

- A. an MPS output solution
- B. a capture optimized HP Enterprise Flow MFP including embedded OCR a
- C. a full enterprise solution with HP Capture and Route
- D. a flatbed scanner and HP SSDS

Answer: A

QUESTION 7

What is the HP strategy in the printing and personal systems market?

- A. HP develops reliable, ever-lasting products at the best market price
- B. HP builds a full line of reliable devices, including the industry's best set of security, mobility. and management solutions, which give the custom the customer the best value for money
- C. HP manufactures printing andpersonalsystems that are highly desirable and offers the best entry price
- D. HP builds devices that require replacement within three or five years to ensure compatibility with software updates

Answer: C

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