



**Vendor:** HP

**Exam Code:** HP2-B109

**Exam Name:** Selling HP Printing and Personal Systems  
Hardware

**Version:** DEMO

#### QUESTION 1

Which characteristic of the HP EliteDesk Mini makes it suitable for video surveillance?

- A. It is the industry's smallest enterprise-class desktop PC
- B. Its volume measures 1.05L, which is smaller than a desk phone.
- C. It has flexible deployment options.
- D. It requires very low power when idling (8 watts).

**Answer:** A

**Explanation:**

<http://h20435.www2.hp.com/t5/367-Addison-Avenue-Blog/HP-Discover-New-Downsized-Desktops-Displays/ba-p/86175>

#### QUESTION 2

For which reason is the lack of portability a significant advantage for desktop PCs?

- A. High performance
- B. Low TCO
- C. Security
- D. Flexibility

**Answer:** D

#### QUESTION 3

Which product would you recommend to a customer who needs a dedicated device connected to their PC to scan approximately 1,500 documents per day?

- A. HP Digital Sender Flow 8500 Document Capture Workstation
- B. HP LaserJet Enterprise Flow Color MFP 575
- C. HP LaserJet Enterprise Flow MFP M525
- D. HP Scanjet Enterprise Flow 5000 s2 Sheet Feed Scanner

**Answer:** D

**Explanation:**

<http://business.toshiba.com/media/downloads/products/faxes/Scanjet%205000.pdf>

#### QUESTION 4

Your customer needs to create and edit high quality video using the 4k standard. Which interconnection supported on the HP ZBook 15 mobile workstation should you recommend?

- A. USB 2.0
- B. USB 3.0
- C. Thunderbolt
- D. Gigabit Ethernet

**Answer:** C

**Explanation:**

<http://www.slashgear.com/hp-zbook-15-and-17-hands-on-thunderbolt-arrives-with-haswell-10297142/>

**QUESTION 5**

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

- A. Reduced risk of smearing and fading
- B. Lower entry price
- C. A lower cost per page because cartridges last longer
- D. No leakage from cartridges

**Answer:** A

**QUESTION 6**

Which software platforms represent key ISV partners used in typical workstation applications?

- A. Microsoft, Oracle, and Sybase
- B. LANDesk, Tivoli, and Arc serve
- C. Sage, PeopleSoft, and Apache
- D. Autodesk, Adobe, and ANSYS

**Answer:** A

**QUESTION 7**

Which capability of the HP EliteDesk is key to its serviceability?

- A. USE 3.0 support
- B. A tool-less access
- C. Flexible placement options
- D. Flexible configuration options

**Answer:** B

**Explanation:**

<http://www.delightedrobot.com/675/hp-elitedesk-desktop-mini-big-performance-in-a-small-package/>

**QUESTION 8**

Your customer needs personal computing devices for complex analysis of company data. Which solution would you recommend?

- A. HP EliteBook
- B. HP EliteDesk
- C. HP Business Desktop
- D. HP ElitePad

**Answer:** B

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