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QUESTION: 1
Who are the most valuable customers (MVC) in Small Medium businesses for HP Supplies?

A. food suppliers and caterers
B. oil retailers and HP mono LaserJet users
C. advertising agencies and color printouts
D. logistics companies and mono HP mfp users

Answer: C

QUESTION: 2
Name two sales and marketing programs for HP Supplies.

A. HP Pay For Print program and HP Corporate Supplies program
B. HP Recycle Cash-back program and HP Rent For Print program
C. HP Low Carbon Footprint Program and HP New Customer Explorer program
D. HP SMB Supplies program and HP Commercial Supplies Outsourced Marketing

Answer: A

QUESTION: 3
How many years can HP LTO-3 tapes survive in a vault?

A. 10 years
B. 15 years
C. 30 years
D. 100 years

Answer: C

QUESTION: 4
What are the key advantages of original HP inks?

A. unique HP specially formulated color inks for outstanding fade resistant offset printing
B. unique HP specially formulated color inks to produce a range of durable metallic effects

C. unique HP specially formulated color inks for outstanding image quality and fade resistance
D. unique HP specially formulated color inks for graphic artists specializing in industrial design

Answer: C

QUESTION: 5
HP inks are formulated to deliver great results across a wide range of medi a. What are the quality performance capabilities of these inks?

A. opaque, solvent and great image quality
B. durable, permanence and great image quality
C. spreadable, translucent and great image quality
D. transparent, effervescent and great image quality

Answer: B

QUESTION: 6
Why are HP tapes an environmentally friendly storage solution?

A. Tape drives are free of ozone emissions unlike disk drives.
B. Tape require a fraction of the energy costs of disk storage.
C. Tape production requires a fraction of the raw materials of disk storage.
D. Tapes are manufactured from eco-friendly natural resources unlike disks.

Answer: C

QUESTION: 7
What is a possible result of users choosing remanufactured or refilled cartridges in an attempt to reduce the cost of printing supplies?

A. an increase in Total Cost of Printing due to the higher cost of better quality paper and finishing time for collated documents
B. an increase in the Total Cost of Printing due to the greater volume of color printing slowing down the network
C. an increase in the Total Cost of Printing due to the reduction in print speed resulting in longer print queues on the network

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