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QUESTION: 1
What is a current hardcopy market trend?

A. More printing is being done on high capacity centralized printers.
B. The market is moving from a "print and distribute" model to a "distribute and print" model.
C. More of the information received each day is being printed
D. The market is moving from a "distribute and print" model to a "print and distribute" model.

Answer: B

QUESTION: 2
What is the most efficient method for communicating in business, as measured by document speed, cost, and quality?

A. email
B. mail
C. fax or LAN fax
D. courier

Answer: A

QUESTION: 3
Which type of costs makes up only 10% of the total cost associated with creating a typical document?

A. Hard costs
B. Labor costs
C. Outsourced costs
D. Soft costs

Answer: A

Reference:
http://h41320.www4.hp.com/ipge/pdf/Spotlight_on_costs_3.pdf(page   2,   second paragraph)

QUESTION: 4
One market trend is that fax users are shifting to which service?

A. Email
B. Courier services
C. LAN fax
D. DL fax

Answer: A

Reference:
http://apebhconference.files.wordpress.com/2009/09/coopersmith1.pdf

QUESTION: 5
What is a major benefit of digital sending versus fax?

A. Better paper quality
B. Guarantees that a document is read
C. Original output quality
D. Used by everyone

Answer: C

QUESTION: 6
Ideal target customers for HP Digital Sending solutions are often part of which industry?

A. paper-intensive
B. retail
C. mobile technology
D. high-tech

Answer: A

Reference:
http://www.orionmarket.com/ProductInfo.aspx?id=1200000300(first paragraph)

QUESTION: 7
What is often the reason for document management?

A. to help with staff reductions
B. to meet government regulations
C. to utilize carbonless paper forms
D. to reduce scanner usage

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