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HP2-B91

HP
HP Imaging and Printing Supplies - Sales

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QUESTION: 1
In which type of hardware does the majority of the current total supplies sell-out occur?

A. most current workgroup printers from this year's line-up
B. most current MFPs from this year's line-up
C. older devices than the current line-up
D. most current retail inkjet devices from this year's line-up

Answer: A

QUESTION: 2
What are primary factors in the explosion of digital content? (Select two.)

A. faster print speeds
B. analog to digital content
C. better print quality
D. mobility and the internet

Answer: B, D

QUESTION: 3
Which statement is correct about product life cycle of supplies?

A. It is shorter than the printer's product lifecycle.
B. It is the same as the printer's product lifecycle.
C. It is significantly longer than the printer's product lifecycle.
D. It is linked to the page coverage

Answer: C

QUESTION: 4
What defines the total HP supplies sales?

A. average printer age, number of users, yield per cartridge
B. hardware market share, number of users, supplies market share
C. HP installed base, usage, HP supplies market share
D. market size, usage, aftermarket

Answer: A

QUESTION: 5
What is part of the HP system message?

A. HP UX, All-in-One cartridges, HP FutureSmart
B. photopaper, digital cameras, aftermarket
C. supplies, hardware, media
D. laptops, touchpads, servers, printers

Answer: C

QUESTION: 6
What part of a laser cartridge is essential for the HP FastRes technology?

A. cleaning blade
B. photosensitive drum
C. fuser
D. open system design

Answer: D

QUESTION: 7
What helps compensate for known cartridge component wear?

A. shake free cartridges
B. electro-photographic adjustment with the smart chip
C. HP All-In-One cartridge
D. HP printer built-in alerts

Answer: B

QUESTION: 8
How does an HP All-In-One print cartridge give the customer consistent print quality?

A. It has separate drum and toner reservoirs.
B. The transfer roller is also replaced along with the toner.
C. It is assembled to the highest standards.
D. Cartridge replacement also replaces all critical components.

Answer: B

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