



QUESTION & ANSWER
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Exam : HP2-B126

**Title : Selling HP Printing
Hardware**

Version : DEMO

1.What is the customer value of the Universal Print Driver?

- A.It enables customers to store documents in the cloud through just one driver
- B.It provides one driver for an HP LaserJet MFPs. most printers and some HP OfficeJets
- C.Its image preview allows users to view zoom edit and re-order pages
- D.it provides industry-leading fleet management for as little as 15 euros per month for an unlimited number of devices and users

Answer: B

2.How does a 650-sheet paper tray help your customer?

- A.It means there is no need to buy additional paper tray
- B.Due to the bigger surface it is 3 lot easier for the user to put the paper into the tray
- C.It minimizes noise and reduces the risk of damaging the cartridge
- D.The customer can add a whole ream before the tray runs out of paper

Answer: B

3.Which trends are driving today's changing office?

- A.Technology for printing, computing, networking, and software needs is advancing more capacity than ever before.
- B.OfficeJet Carepacks, ZBook, and flow MFP are replacing previously used products.
- C.Your office is where you are, security, costecological aspects, collaboration, and autonamed pages based processes.
- D.More customers are moving to a cloud-only solution through their personal systems, printers, servers, storage and software.

Answer: A

4.Which statement is correct regarding HP Quick Sets?

- A.HP Quick Sets are a highly reliable and secure pre-boot and recovery method for HPMFPs
- B.HP Quick Sets allow customers to manage and retrieve documents from the cloud
- C.Through the HP Universal Print Driver customers can set a number of tasks that can be achieved at the touch of a button
- D.HP Quick Sets are your customers launch document workflows that scan and save documents and get it right every time-at the touch of a button

Answer: C

5.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