



QUESTION & ANSWER
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Exam : HP2-B149

**Title : Selling HP Printing
Hardware 2017**

Version : DEMO

1.Which statement is true about HP OfficeJet Pro printer?

- A. It comes with HP's fastest printing technology, advanced security and management, and offers HP's lowest print operating costs.
- B. It offers professional everyday document quality, low cost-per-page, and has a low purchase price.
- C. It offers print shop document quality, fast speeds from business-class to enterprise, and delivers best value for black-only printing.
- D. It comes with business-class printing speed, while offering affordable printing costs that allows it to cater to a client with more than 25 users.

Answer: A

2.Which is true regarding the sustainability of HP printing products and solutions?

- A. No current HP products are ENERGY STAR® certified.
- B. Overall printing costs are consistent from company to company.
- C. Energy-efficient products can also reduce operational costs.
- D. Energy consumption of the LaserJet and InkJet portfolios has increased in recent years.

Answer: C

3.While discussing HP products with a customer, when would it be a good time to incorporate the sustainability advantages of HP products?

- A. when the customer mentions they are not using Original HP cartridges in HP printers
- B. when the customer wants to improve the security of their overall product fleet
- C. when the customer wants to gain management control over multi-vendor print environment
- D. when the customer says their goal is to increase productivity and employee convenience

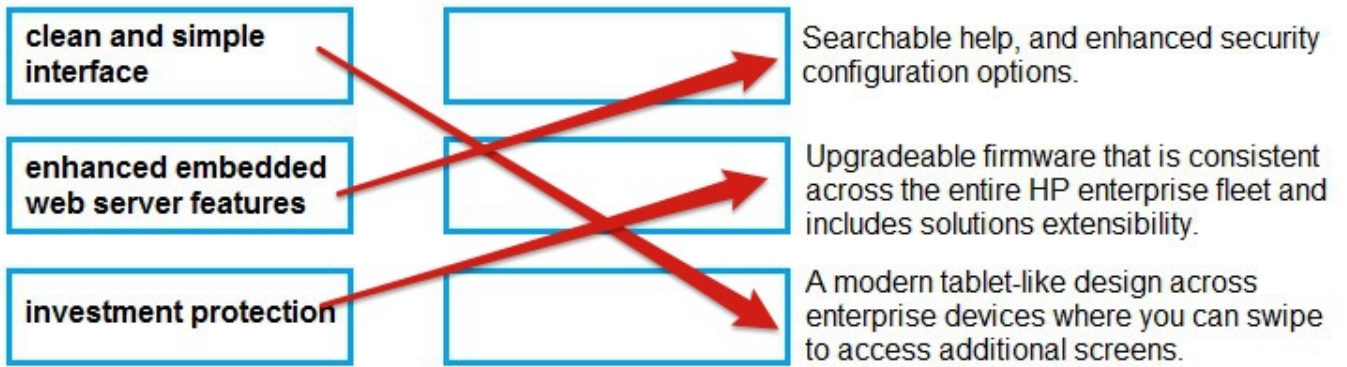
Answer: D

4.DRAG DROP

Match the HP FutureSmart firmware feature with its description. (Select all that apply.)

| | | |
|--|--|---|
| clean and simple interface | | Searchable help, and enhanced security configuration options. |
| enhanced embedded web server features | | Upgradeable firmware that is consistent across the entire HP enterprise fleet and includes solutions extensibility. |
| investment protection | | A modern tablet-like design across enterprise devices where you can swipe to access additional screens. |

Answer:



5.Which is a unique feature of LaserJet printers?

- A. a single paper tray
- B. longer Sleep First Page Out Times
- C. automatic media-type sensing
- D. toner seals require manual removal

Answer: C