



**Vendor:** HP

**Exam Code:** HP2-B67

**Exam Name:** HP Imaging and Printing Assessment and Design

**Version:** DEMO

#### QUESTION 1

What are the four steps in the Assessment Methodologies & Measures Overview?

- A. Search, Assess, Sell, Service
- B. Qualify, Assess, Analyze, Design
- C. Interview, Discover, Define, Design
- D. Qualify, Assess, Discover, Design

**Answer:** A

#### QUESTION 2

Which elements are correctly paired with their respective steps in the flow as provided in the Assessment Methodologies & Measures Overview? (Select two.)

- A. Assess - Company Tour
- B. Assess - Discovery & Design
- C. Analyze - Managed Environment Assessment
- D. Design - Business Case
- E. Analyze - Business Case

**Answer:** AB

#### QUESTION 3

Which statement is true about the "Elements of a Corporate Strategy"? (Select two.)

- A. The "objective" is the aspiration of an organization.
- B. The "mission" is the quantification or specification of a goal.
- C. The "goal" is the general statement of aim or purpose.
- D. The "strategy" is a long-term direction or measure.
- E. The "vision" is the overriding purpose

**Answer:** BC

#### QUESTION 4

Which elements are correctly paired with their respective steps in the flow as provided in the Assessment Methodologies & Measures Overview? (Select two.)

- A. Assess - TCO Analysis
- B. Analyze - Company Tour
- C. Analyze - TCO Analysis
- D. Qualify - Business Case
- E. Qualify - Company Tour

**Answer:** AB

#### QUESTION 5

You are on a company tour at customer's site and you notice that stacks of consumables are placed next to printing devices or in separate rooms. What are possible pain points/risks of this practice? (Select two.)

- A. risk of expiring/non-compatible consumables
- B. high storage costs
- C. lack of remote device management
- D. insufficient service level agreements

**Answer:** AB

#### **QUESTION 6**

What typically happens if an organization focuses on reducing cost-per-page (CPP)?

- A. The overall printing costs can be reduced.
- B. The TCO can increase.
- C. The total costs stay the same as other factors automatically increase
- D. The CPP cannot be reduced without reducing the TCO

**Answer:** A

#### **QUESTION 7**

CORRECT TEXT

According to Gartner market research, what is the largest contributor (cost category) within the TCO approach?

- A. hardware including cost of financing
- B. supplies (toner/ink)
- C. service and maintenance
- D. IT operations

**Answer:** A

#### **QUESTION 8**

You are on a company tour at a customer's site and you notice that most of the devices are locally/PC-connected and low-end models. What are the possible impacts of this situation? (Select three.)

- A. Locally connected devices typically have more consumables to stock
- B. Document processes are impacted by printing to locally connected devices.
- C. Desktop/personal devices often have fewer features and minor performance.
- D. No central or remote printer management is possible.
- E. Personal/desktop printers generally have higher costs per page

**Answer:** CDE

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