Vendor: HP

Exam Code: HP2-B115

Exam Name: Selling HP Printing and Personal Systems
Hardware

Version: DEMO

QUESTION 1
Your education customer needs to provide personal computing facilities in several dedicated computer rooms to support a large number of students at very low cost.
Which product line should you offer?

A. HP ElitePad
B. HP Thin Clients
C. HP Business Desktops
D. HP EliteBook Folio 1000

Answer: D

QUESTION 2
Where is the reseller's value in recommending an HP Printer or Scanner?

A. HP has shipped over 200 million printers and 300 million scanners.
B. Gartner recognizes HP as a leader in MFP, manageability, and security
C. HP invests in new compatible paper types for emerging markets.
D. HP only makes printers and helps to deflect selling scanners.

Answer: B

QUESTION 3
Which HP solution allows IT administrators to quickly and easily configure and update fleet-wide network settings?

A. LANDesk
B. HP Embedded Web Server
C. HP Device Manager
D. HP Web Jetadmin

Answer: D
Explanation:
http://h20195.www2.hp.com/v2/GetPDF.aspx/4aa5-2718enw.pdf

QUESTION 4
How do HP PPS Solutions go way beyond the product?

A. by offering mobility, security, manageability, value for money, and reliability
B. by offering the only real mobile solution out there
C. by giving sales professionals tools to sell, like myhpsalesguide.com
D. by deploying an HP Eco Desktop Suite

Answer: A
Explanation:
https://h10120.www1.hp.com/expertone/datacard/Exam/HP5-B04D

QUESTION 5
What did 87% of CEOs highlight as the biggest IT concern associated with commercial mobility?

A. software costs
B. back end and architecture changes
C. data security
D. IT training

Answer: B

QUESTION 6
How should you prove that inkjet printers perform well?

A. FiberChannel internal cabling
B. 10 Gigabit network connection
C. fast first page out and high color print speed up to 70ppm
D. single pass duplex printing

Answer: C

QUESTION 7
What is the target market for a personal printer in terms of number of users per device?

A. 1-5 users
B. 6-15 users
C. 10-30 users
D. 15-60 users

Answer: A

QUESTION 8
Approximately how many test steps do HP desktops, thin clients, workstations, and notebooks undergo?

A. 10,000
B. 15,000
C. 30,000
D. 50,000

Answer: D
Explanation:
http://www.slideshare.net/mcini/hp-product-and-solutions-overview-2531824(slide 22, see HP Quality & Engineering)

Thank You for Trying Our Product

Braindump2go Certification Exam Features:

★ More than 99,900 Satisfied Customers Worldwide.

★ Average 99.9% Success Rate.

★ Free Update to match latest and real exam scenarios.

★ Instant Download Access! No Setup required.

★ Questions & Answers are downloadable in PDF format and VCE test engine format.

★ Multi-Platform capabilities - Windows, Laptop, Mac, Android, iPhone, iPod, iPad.

★ 100% Guaranteed Success or 100% Money Back Guarantee.

★ Fast, helpful support 24x7.

View list of all certification exams: http://www.braindump2go.com/all-products.html

10% Discount Coupon Code: BDNT2014