

HP

Exam HP2-B126

Selling HP Printing Hardware

Version: 6.0

[Total Questions: 50]

Question No : 1

A customer is looking to enhance their Private Print solution and simplify the login procedure. What should you recommend?

- A. a USB type-C keyboard add on
- B. HP EveryPage
- C. HP Proximity Card Reader
- D. HP SureStart Technology

Answer: C

Explanation: <http://www8.hp.com/us/en/solutions/business-solutions/printingsolutions/privateprint.html>

Question No : 2

Your customer tells you that they had problems in the past with the keys on their Notebook wearing out. Which feature should you turn into a benefit for the customer?

- A. HP DuraKeys
- B. spill resistant keyboard
- C. HP 3D DriveGuard
- D. HP DuraFinish

Answer: A

Reference: <http://blog.laptopmag.com/hp-elitebook-8740w-workstations-display-shows-an-incredible-1-billion-colors>

Question No : 3

When Buyers Lab (BLI) tested HP Pagewide Technology, how many pages did they print without any jams or misfeeds?

- A. 100,000
- B. 500,000

- C. 200,000
- D. 50,000

Answer: C

Question No : 4

Why is the need for printing solutions becoming vital?

- A. Customers are moving to a digital office where there will be no need for printers
- B. People are becoming more mobile and need the facility to print wherever they are
- C. HP ePrint only works on home printers prompting companies to look for a solution for printing from a mobile device
- D. Customers are storing critical documents in the cloud increasing the need for desktop printers

Answer: C

Question No : 5

What is the HP strategy in the printing and personal systems market?

- A. HP develops reliable, ever-lasting products at the best market price
- B. HP builds a full line of reliable devices, including the industry's best set of security, mobility, and management solutions, which give the customer the best value for money
- C. HP manufactures printing and personal systems that are highly desirable and offers the best entry price
- D. HP builds devices that require replacement within three or five years to ensure compatibility with software updates

Answer: C

Question No : 6

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

- A. HP Device Manager