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Exam : **HP2-B126**

Title : **Selling HP Printing Hardware**

Vendor : **HP**

Version : **DEMO**

NO.1 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

NO.2 Which statement best describes HP OfficeJet print quality'? (Select two.)

- A. Customers who work in the Enterprise environment should only be looking at LaserJet printers. HP OfficeJet inks can give you high quality prints that are water resistant.
- B. HP only offers mono printing with ink. and this beats laser print outs
- C. Mono only prints are resistant to water.
- D. HP OfficeJet inks can withstand highlighter use and resist smearing.
- E. OfficeJet inks are not as good as laser printing for business printing.

Answer: C,D

NO.3 Which design feature on the new JetIntelligence printers helps the customer set up their printer faster?

- A. adjustable touchscreen
- B. slow-close lid
- C. automatic seal remover
- D. easy slide-off glass

Answer: A

Explanation:

<http://www8.hp.com/us/en/hp-news/pressrelease.html?id=1923205#.V4YAsGh97IU>

NO.4 Which great security feature is included with the HP Universal Print Driver?

- A. instant connection to a printer without requiring access to a corporate network
- B. constant in-device monitoring for malicious attacks
- C. Secure Encrypted Print
- D. UPD loading only known good firmware'

Answer: A

NO.5 Which feature that is built into HP Flow MFPs enables one-touch workflows?

- A. advanced image processing for pristine scans
- B. a large color touchscreen and full-size keyboard for entering metadata
- C. quicksets, driven from a large, full color screen
- D. image preview which allows view, zoom, edit, and re-order only on Jetintelligence flow printers

Answer: C