

# IT 认证电子书



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**Exam : HP3-C28**

**Title : Selling HP QuickPage and  
InCommand Solutions**

**Version : DEMO**

1.What is an objective of contractual services?

- A. to replace existing partner contracts
- B. to enhance the portfolio of services HP partners can offer their customers
- C. to replace contractual sales with transactional sales
- D. to support HP partners in preparing complex contracts with their customers

**Answer: B**

2.What is the name of the HP environmental partner program?

- A. HP Planet Earth Partner Program
- B. HP World Green Partner Program
- C. HP Planet Partner Program
- D. HP Green Partner Program

**Answer: C**

3.Which HP contract offering gives the reseller complete control and uses their own contract?

- A. HP Pay for Print
- B. HP QuickPage
- C. HP Smart Printing Services
- D. HP Channel Led PPU

**Answer: C**

4.What is included in an HP QuickPage contract?

- A. hardware, support services, supplies, and installation services
- B. hardware, support services, supplies, and workflow assessment
- C. support services, installation services, and supplies
- D. hardware new and existing, support services, supplies, and installation services

**Answer: C**

5.Which HP contract offering should you propose if the customer only needs to reduce costs on their HP supplies?

- A. HP Channel Led PPU
- B. HP QuickPage
- C. HP Pay for Print
- D. HP Smart Print Services

**Answer: B**