IT认证电子书

质　量　更　高　　服　务　更　好

半年免费升级服务

http://www.itrenzheng.com

Exam : **HP2-B62**

Title : HP Imaging and Printing Management and Security Solutions-Sales

Version : Demo

1.Which expense category grows regardless of economic conditions?
A. IT security spending
B. facilities spending
C. marketing and advertising expenditures
D. hardware purchasing
Answer: A

2.What is accomplished by segmenting customers into different technology adoption categories.?
A. It builds strategic analysis tools for feature development.
B. It encourages you to treat each type of customer differently in order to satisfy each customer’s unique needs.
C. It creates awareness of industries with specific government regulations.
D. It allows support organizations to track customer needs.
Answer: B

3.Print management makes up which percentage of true office printing costs?
A. 10%
B. 25%
C. 30%
D. 45%
Answer: D

4.Which statements represent imaging and print management priorities? (Select three.)
A. implementing job level tracking and audit capabilities
B. controlling the devices and drivers
C. assuring document integrity
D. implementing rules-based printing
E. tracking print expenses
F. implementing encryption
G. implementing authentication and secure release printing
Answer: A,D,E

5.Why should customers care about true office printing costs?
A. Customers typically look at the cost of supplies and hardware, but do not consider the IT costs.
B. Customers typically look at the cost of IT and supplies, but do not consider the hardware costs.
C. Customers typically look at the cost of hardware and IT, but do not consider the cost of supplies.
D. Customers typically look at the cost of hardware, but do not consider the cost of IT or supplies.
Answer: C