

# 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** : **HP3-C15**

**Title** : **HP Supplies College Update**

**Version** : **Demo**

1.How can you and HP help to manage your customers'™ acquisition costs

- A. by offering flexible pricing options, leasing, CPP, Smart Finance or outright purchase
- B. by offering guaranteed buy-back, mid-life upgrades and a diverse model range
- C. by offering lease-and-lend, flexible finance rates, charge per click or all-in-click
- D. by offering outright purchase, higher purchase, rental or term purchase with environmental disposal

**Answer: C**

2.What value proposition can HP offer your SMB customers.?

- A. Start simple, work smarter and grow faster.
- B. Start slowly, work relentlessly and grow steadily.
- C. Optimise Infrastructure, motivate users and expand markets
- D. Start Fast, work simply and grow steadily

**Answer: A**