

HP Global Partner Learning HP3-C27

SMB Printing and Imaging Sales

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Question: 1

How can resellers use print management engagement to increase revenue and profit?

- A. Resellers can up-sell from color printers to mono-only printers.
- B. Resellers can move from transactional sales to selling service-based contracts.
- C. Resellers can up-sell from HP Laser printer to HP Large Format printers.
- D. Resellers can move from selling HP PCs and servers to selling HP ProCurve products.

Answer: C

Question: 2

According to HP and other market segmentations, how many employees would you expect to find in a lower mid-market organization?

- A. 100 to 499 employees
- B. 2000 to 2999 employees
- C. 400 to 599 employees
- D. 999 to 1999 employees

Answer: C

Question: 3

What is the fundamental difference between the HP print business in the 1980s and their print business today?

- A. In the 1980s, HP business focused around the provision print services.
- B. In the 1980s, HP business focused simply around the sale of printers.
- C. In the 1980s, HP business focused around data center printing.
- D. In the 1980s, HP business focused around printer support contracts.

Answer: B

Question: 4

What is the prediction for the number of digitally printed pages as a percentage of all pages?

- A. 70%
- B. 90%
- C. 10%
- D. 0.5%

Answer: B

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