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Vendor:HP

Exam Code:HP5-B04D

Exam Name:Delta - Selling HP Printing and Personal
Systems Hardware

Version:Demo

QUESTION 1

Your education customer needs to provide personal computing facilities in several dedicated computer rooms to support a large number of students at very low cost Which product line should you offer?

- A. HP ElitePad
- B. HP Business Desktops
- C. HP Zero Clients
- D. HP ProDesk

Correct Answer: B

Reference: <http://h20435.www2.hp.com/t5/367-Addison-Avenue-Blog/Expandable-Affordable-HP-s-ProDesk-400/ba-p/85111#.UwJU30KSxHg>

QUESTION 2

Which HP workstation allows access to add a hard drive or upgrade memory by simply snapping the workstation open?

- A. Z1
- B. Z230
- C. Z620
- D. Z820

Correct Answer: A

Reference: <http://www.graphics.com/article/hp-z1-windows-workstation-simply-rocks>

QUESTION 3

What is a benefit of HP Page Lift?

- A. the ability to print remotely
- B. a truly secure solution for scanning
- C. a cloud document management solution
- D. automatically enhanced documents or images

Correct Answer: D

Reference: <http://h20195.www2.hp.com/v2/GetPDF.aspx/4aa4-9592enw.pdf>

QUESTION 4

The HP All-in-One desktop solution is appropriate for which customer application?

- A. Healthcare CT scan systems
- B. Trading room workstation
- C. Video game development
- D. Office hoteling/hot-desking

Correct Answer: D

All-in-One desktops are ideal for customer self-service, particularly for high profile deployments where a stylish, progressive and clutter-free impression is retained by visitors and clients, for example in Hotel Lobbies, Airline Clubs, Banks, and Customer Service Locations

QUESTION 5

Which HP capabilities offer powerful solutions to overcome security threats on printers?

- A. Wireless Direct Printing and AirPrint
- B. HP Universal Print Driver and LANDesk
- C. HP Biosphere and SureStart technologies
- D. HP Embedded Web Server and Web Jetadmin

Correct Answer: D

QUESTION 6

How would you summarize the potential savings that Thin Client solutions can provide to your customers?

- A. 16% capital cost savings
- B. 34% less maintenance costs
- C. 48% lower total cost of ownership
- D. 79% lower down-time cost per user

Correct Answer: C

QUESTION 7

What solution would you recommend to a customer that wants to implement ePrinting, but is concerned about the risk of documents left in printer output trays?

- A. HP ProtectTools Security Software
- B. HP Imaging and Printing Security Center (IPSC)
- C. HP Access Control Secure Pull Printing
- D. HP Trust Circles

Correct Answer: C

QUESTION 8

What is the value behind wireless hot-spots?

- A. having a low data plan
- B. ability to hot capture a document on the spot
- C. easily set up and shares an Internet connection across WiFi-enabled devices
- D. ability to print from anywhere

Correct Answer: C

QUESTION 9

Your customer wants to assign information about scanned documents that includes the size of the picture, the color depth and when the document was created. What is the generic name of this type of data?

- A. Unstructured data
- B. Editable data
- C. Metadata
- D. Searchable data

Correct Answer: C

QUESTION 10

Which statement is correct regarding HP Quick Sets?

- A. It is a highly virtualized infrastructure that includes scalability and reliability.
- B. Through the HP Universal Print Driver you can set a number of tasks that can be achieved at the touch of a button.
- C. HP Quick Sets let your customers launch document workflows that scan and save documents and get it right every time--at the touch of a button.
- D. HP Quick Sets allow you to manage and retrieve your documents from the cloud.

Correct Answer: B

Reference: <http://cdn.cnetcontent.com/33/d8/33d803df-894b-47d6-b3ad-f2ea49b44ec9.pdf> (page 114)

QUESTION 11

For which reason is the lack of portability a significant advantage for desktop PCs?

- A. High performance
- B. Low TCO
- C. Security
- D. Flexibility

Correct Answer: C

Desktops are not portable. Not portable at all. And this is a good thing when it comes to security and durability. Because desktops don't move very much--if at all--they're fairly secure from theft.

QUESTION 12

Which statement best describes the key features of the OfficeJet Pro series?

- A. OfficeJet Pro series printers require minimal maintenance and use half the number of cartridges as competing devices.
- B. OfficeJet Pro series printers reduce the carbon footprint by over 45%.
- C. OfficeJet Pro series printers deliver outstanding efficiency and reduce energy costs by 30%.
- D. OfficeJet Pro series printers operate at twice the speed and half the cost of color laser printers.

Correct Answer: D

Reference: <http://www.hp.com/products1/inkjetprinter/officejet.html> (see HP Officejet Pro -series, first sentence)

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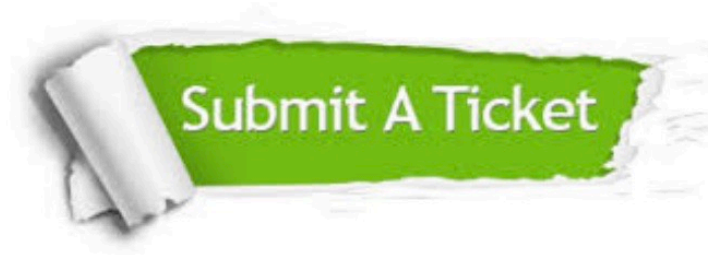
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