

DUMPSQUEEN

Selling HP Supplies 2020

HP HP2-I14

Version Demo

Total Demo Questions: 5

Total Premium Questions: 36

Buy Premium PDF

<https://dumpsqueen.com>

support@dumpsqueen.com

dumpsqueen.com

QUESTION NO: 1

A customer experiencing rapid growth is extending its hours of operation to keep up with demand. Because budget for supplies is limited, the customer plans to buy non-HP ink and toner supplies. What should you tell this customer about the benefits of using Original HP supplies? (Select two.)

- A. Original HP supplies work the first time, every time.
- B. Original HP supplies are less expensive than non-HP cartridges when bought in bulk.
- C. Non-HP supplies are usually counterfeit and buyers can be subject to fines.
- D. Non-HP supplies are not recyclable and are costly to dispose of properly.
- E. Original HP supplies help reduce service calls, minimizing printer downtime.

ANSWER: A E

QUESTION NO: 2

A potential customer is a new startup working to establish its reputation for quality. The company needs to make a good impression with the introductory documents it sends to its mailing list. Why should this customer use Original HP supplies?

- A. The company can get professional-quality precision output from their HP printers from the first page to last.
- B. Original HP supplies can help the company lower their carbon footprint, helping to establish the company's sustainable image.
- C. HP world-class manufacturing partners carefully manage internal supply chains and follow industry best practices on security.
- D. The company can execute high-volume, complex printing jobs with Original HP supplies faster than if they use non-HP supplies.

ANSWER: B

QUESTION NO: 3

What is the maximum expected print life of documents printed with Original HP PageWide cartridges and placed in dark storage?

- A. 20 years

- B. 50 years
- C. 200 years
- D. 500 years

ANSWER: C

QUESTION NO: 4

A medical records firm stores patient information in file drawers for many years to comply with government regulations. They need to know that the documents will still be legible when retrieved in the future. What should you tell this customer to instill confidence in the longevity of documents printed with Original HP ink? (Select two.)

- A. Permanence of documents printed with Original HP ink on HP archival paper has been tested over centuries to ensure legibility. These documents have been shown to be readable after having been stored in low-light conditions for up to 500 years.
- B. Formulas for Original HP ink and the designs of Original HP ink cartridges are the results of years of research and testing using certified sustainable methods. Every prototype was developed with the planet in mind.
- C. Documents printed with Original HP ink on HP Advanced or Premium Plus photo papers have been proven to meet guidelines for archival preservation, which means that their permanence is guaranteed for 50* years.
- D. Original HP ink is formulated with centuries of combined experience from scientists and engineers.
- E. Each new Original HP ink cartridge takes up to five years of development and is the result of more than 1,000 prototypes.

ANSWER: B E

QUESTION NO: 5

What should you focus on when proposing the best HP printing supplies solution for your customers?

- A. technology, science, and industry leadership
- B. cost, downtime, and total cost of ownership
- C. speed, color brilliance, and duplexing capabilities
- D. quality, sustainability, indoor air quality, and security

ANSWER: D