

Updated Real Questions for HP HP2-B115 Exam 100% Exam Pass Promised By Braindump2go

Braindump2go New Published HP HP2-B115 Dumps PDF Contains the latest questions from HP Exam Center! 100% Certification got guaranteed! Vendor: HPE Exam Code: HP2-B115 Exam Name: Selling HP Printing and Personal Systems Hardware

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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 Thin Clients C. HP Business Desktops D. HP EliteBook Folio 1000 Answer: D

QUESTION 2 Where is the reseller's value in recommending an HP Printer or Scanner? A. HP has shipped over 200 million printers and 300 million scanners. B. Gartner recognizes HP as a leader in MFP, manageability, and security. C. HP invests in new compatible paper types for emerging markets. D. HP only makes printers and helps to deflect selling scanners. Answer: B

QUESTION 3 Which HP solution allows IT administrators to quickly and easily configure and update fleet-wide network settings? A. LANDesk B. HP Embedded Web Server C. HP Device Manager D. HP Web Jetadmin Answer: D
 Explanation: <http://h20195.www2.hp.com/v2/GetPDF.aspx/4aa5-2718enw.pdf>

QUESTION 4 How do HP PPS Solutions go way beyond the product? A. by offering mobility, security, manageability, value for money, and reliability B. by offering the only real mobile solution out there C. by giving sales professionals tools to sell, like myhpsalesguide.com D. by deploying an HP Eco Desktop Suite Answer: A
 Explanation: <https://h10120.www1.hp.com/expertone/datacard/Exam/HP5-B04D>

QUESTION 5 What did 87% of CEOs highlight as the biggest IT concern associated with commercial mobility? A. software costs B. back end and architecture changes C. data security D. IT training Answer: B

QUESTION 6 How should you prove that inkjet printers perform well? A. FiberChannel internal cabling B. 10 Gigabit network connection C. fast first page out and high color print speed up to 70ppm D. single pass duplex printing Answer: C

QUESTION 7 What is the target market for a personal printer in terms of number of users per device? A. 1-5 users B. 6-15 users C. 10-30 users D. 15-60 users Answer: A

QUESTION 8 Approximately how many test steps do HP desktops, thin clients, workstations, and notebooks undergo? A. 10,000 B. 15,000 C. 30,000 D. 50,000 Answer: D
 Explanation: <http://www.slideshare.net/mcini/hp-product-and-solutions-overview-2531824> (slide 22, see HP Quality & Engineering)

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