

## HPE HP2-B149 Exam

### Volume: 30 Questions

Question: 1

Which client would be best suited to Enterprise class devices?

- A. a client with basic levels of security requirements
- B. a client with low monthly page volumes
- C. a client that rarely uses scanning/copying
- D. a client looking for embedded solutions deployments

Answer: D

Question: 2

What is the next step in a customer's print journey after they have efficiently optimized their print fleet?

- A. accumulate print devices based on their needs
- B. create awareness among users around print behaviors
- C. make decisions about streaming and digitalization
- D. engage IT to secure the print devices, data, and documents

Answer: D

Question: 3

Which is a challenge faced in contractual partnerships?

- A. more time required to understand customer needs
- B. declining hardware sales with decreasing margins
- C. less competitive pricing than transaction-based sales
- D. lack of customer loyalty or a predictive revenue stream

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Answer: A

Question: 4

A company prints almost 10,000 pages on average per month including letters to customers and financial authorities, and most important monthly and annual account statements for customers. They are looking for printing color at the lowest cost per page possible. Which HP printer meets the requirements of this company?

- A. HP FutureSmart
- B. HP Jetintelligence
- C. HP PageWide
- D. HP LaserJet

Answer: C

Question: 5

What does the Collateral section of HP Sales Central offer?

- A. detailed information on printer supplies and HP device accessories
- B. additional material such as brochures, whitepapers, and corporate videos
- C. information for both LaserJet and InkJet printers
- D. in-depth material on active, new, and discontinued products

Answer: A

Question: 6

A sales rep wishes to find a product from the HP printing portfolio that matches the customer's desired features.

Which tool within HP Sales Central should the sales rep consultant?

- A. Sustainability Sales Tool
- B. Help Me Choose tools

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C. Solutions

D. Custom Product Catalog Tool

Answer: B

Question: 7

Which is a unique feature of LaserJet printers?

A. a single paper tray

B. longer Sleep First Page Out Times

C. automatic media-type sensing

D. toner seals require manual removal

Answer: C

Question: 8

Which statement is true about HP A3 printers?

A. A3 printers offer high-gloss document quality with best value for black-only printing.

B. A3 printers have fewer moving parts leading to improved uptime and improved serviceability.

C. A3 printers offer faster printing speeds for enterprise class when compared to business class.

D. A3 printers are designed for minimum interventions, with many consumables that need replacement.

Answer: C

Question: 9

Which is a benefit of HP Managed Print Services (MPS) provided to customers through multi-year contracts?

A. reduces hard costs and uncovers hidden printing costs

B. available for HP printers and MFP's only

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- C. requires customer commitment and technical expertise
- D. less complex sales process and minimal investment

Answer: A

Question: 10

Which HP printer suits the below client requirements:

- A. HP OfficeJet Pro
- B. HP Deskjet Ink Advantage
- C. HP LaserJet
- D. HP PageWide

Answer: C

Question: 11

Which is a feature of Enterprise-class devices?

- A. limited support for solutions
- B. each device has a different user interface
- C. a customer must buy the newest devices to get current firmware
- D. industry leading embedded security

Answer: D

Question: 12

Which is true of PageWide printers, compared to LaserJet printers?

- A. fewer security features
- B. higher printing costs
- C. less energy efficient