

HP5-B02D^{Q&As}

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QUESTION 1

Where can you find more information about supplies questions that relate to topics such as expiration, warranty, and yields?

- A. The HP Product Bulletin
- B. The HP cartridge selection offline tool: www.hp.com/HP_Supplies_At_Hand
- C. The HP Supplies Website: www.hp.com/page/yield
- D. The Clever Sales Portal for Resellers

Correct Answer: A

QUESTION 2

Which customer is ideally suited to the HP Win-Back program? (Select two.)

- A. HP loyal customers
- B. Home users / channel partners lost customers
- C. HP EB customers
- D. Switchers

Correct Answer: BD

QUESTION 3

Which program provides a full service contract to the customer?

- A. HP Channel Lead Pay Per Use
- B. HP Supplies Big Deal
- C. HP Planet Partner Program
- D. HP Win-Back

Correct Answer: B

QUESTION 4

Which term or phrase is synonymous with value for money?

- A. Excellent reliability and superior print quality

- B. Low purchase price
- C. Good margin
- D. Warranty

Correct Answer: B

QUESTION 5

What characterizes the supplies product life cycle?

- A. It is linked to the page coverage.
- B. It is the same as the product lifecycle of the printer (hardware).
- C. It is significantly longer than the product lifecycle of the printer (hardware).
- D. It is shorter than the product lifecycle of a printer (hardware).

Correct Answer: D

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