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Selling HP Device as a Service 2018

HP HP2-H69

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QUESTION NO: 1

Which sequence correctly describes features included with HP DaaS Analytics and Proactive Management in the HP DaaS Standard plan?

- A. HP Service Experts, end-user self-help, and bulk device enrolment
- B. dashboard with actionable reports, Windows password recovery, and predictive analytics for HP devices
- C. predictive analytics for HP devices, health monitoring, and bulk device enrolment
- D. dashboard with actionable reports, HP Service Experts, and predictive analytics for HP devices

ANSWER: D

QUESTION NO: 2

Which statement correctly describes how HP DaaS financing works?

- A. Only HPFS-financed deals can be considered HP DaaS deals.
- B. Any financing solution must be co-branded with HP.
- C. Hardware is not owned at the end of the term of the agreement.
- D. Channel partners are able to use HPFS or their own financing arrangements.

ANSWER: B

QUESTION NO: 3

In which three ways does HP DaaS enable channel partners to enhance their business? (Select three.)

- A. provides access to high-impact marketing
- B. develops solution selling capabilities
- C. differentiates their business
- D. increases margins
- E. improves customer service
- F. builds revenue from loyalty

ANSWER: A B D

QUESTION NO: 4

What are the customer benefits of DaaS Analytics and Proactive Management that come with the Enhanced and Premium HP DaaS plans? (Select two.)

- A. an HP helpdesk service for end-users that is available 24/7
- B. next business day hardware support, practically anywhere in the world
- C. HP Service Experts working with channel partners to provide insights into a customer's device environment
- D. actionable reports to help customer optimize IT resources
- E. Accidental Damage Protection

ANSWER: C D

QUESTION NO: 5

Which type of customer IT environment is ideal for the Standard plan?

- A. one that is self-managed, but with a desire for some device health analytic insights
- B. one with limited internal IT resources that is ready to outsource to a full device management service
- C. one with HP devices that is looking for an automatic parts replacement service
- D. one that has low IT bandwidth to manage security updates across a multi-OS device environment

ANSWER: C