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## Selling HP Print Security 2020

HP HP2-I06

Version Demo

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## QUESTION NO: 1

Which HP solutions help protect printers from becoming part of a botnet and self-heal if they have been infected?

- A. HP Sure Run with HP Sure Inspector
- B. HP Sure Click with HP Sure Connection
- C. HP Connection inspector with HP Sure Start
- D. HP BIOSphere with HP Sure BIOS

ANSWER: B

## QUESTION NO: 2

What happens every time you turn on an HP printer running the FutureSmart firmware?

- A. HP Sure Start checks the network connection to see if connected to the correct network.
- B. HP Sure Protect confirms whether the BIOS is the same as its cloud copy.
- C. HP Sure Start validates that the BIOS code has not been altered from the original trusted version.
- D. A message is sent to the IT team to inform them the printer is powered on and working.

ANSWER: B

## QUESTION NO: 3

Why is just sending a CIS log to the IT admin not enough to stop a malware attack on a printer?

- A. It is possible that the CIS log becomes corrupted and cannot be trusted.
- B. The IT admin may not be looking at the log and by the time they do, the attack already does its damage.
- C. The CIS log is sent after an attack has taken place, and thus it does not prevent nor stop the attack.
- D. The CIS log does not contain all the information needed to prevent the attack.

ANSWER: C

## QUESTION NO: 4

What is the advantage of having a printer that is self-healing?

- A. Less time is spent on the printer maintenance and updates.
- B. When an attack occurs, the printer fixes itself without IT involvement.
- C. When an attack occurs, you can continue with current printing activities.
- D. The printer is always protected by HP Sure Shield and there are lower maintenance, service, and update costs.

**ANSWER: A**

## QUESTION NO: 5

Why should you remind your customers to treat their printers like PCs when it comes to security?

- A. Printers can be a weak point within the company's network, allowing hackers to use them as an entry point into your corporate network.
- B. Printers are like PCs and need to have their antivirus and network connection daily updated.
- C. Focusing on printer security makes it easier to sell more hardware, software, and accessories.
- D. In 2019, according to CIS, more than 50% attacks on the network went through unprotected printers.

**ANSWER: A**