

TESts Expert

Ultimate IT Test Preparation Material



ExamCode: HP5-B04D
ExamName: Delta - Selling HP Printing and Personal Systems Hardware
Vendor Name: HP
Edition = DEMO

Version: 8.0

Question: 1

Which outcome can be achieved through proactive management of PCs and personal tablets?

- A. A reduction in help-desk calls
- B. An ability to share files
- C. An increase in knowledge of user location
- D. A reduction in failure rates

Answer: A

Question: 2

Which mobile product should you recommend for the task worker type of user?

- A. HP Spectre Pro
- B. HP Z1 Workstation
- C. HP EliteBook Folio
- D. HP ProBook 400 or 600

Answer: D

Question: 3

What is the primary target customer market for the HP OfficeJet Pro and OfficeJet Pro X?

- A. Small and medium business
- B. Large enterprise
- C. Home office
- D. Mid-market

Answer: A

The HP Officejet Pro X series is the world's fastest desktop printer and that's according to the prestigious Guinness World Records 2014. Designed to meet the demanding and unique needs of small and medium sized businesses..

Question: 4

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 Business Desktops
- C. HP Zero Clients
- D. HP ProDesk

Answer: B

Explanation:

Reference:

<http://h20435.www2.hp.com/t5/367-Addison-Avenue-Blog/Expandable-Affordable-HP-s-ProDesk-400/ba-p/85111#.UwJU30KSxHg>

Question: 5

What is a benefit of business value selling?

- A. It allows customers to compare the features and advantages of a particular product and assess the potential benefits for their organization.
- B. It enables customers to review quotations from different organizations and determine the optimum solution based on product needs.
- C. It ensures customers are able to realistically compare product features and advantages and determine the best solution for their organization.
- D. It moves the conversation from price and product features and enables the customer to recognize the tangible value of the solution in the context of their business needs.

Answer: D

Question: 6

Your customer needs a personal computing device for their reception area

- a. Which form factor would you recommend?

- A. All in One (AiO)
- B. Q Ultra Slim Desktop (USDT)
- C. Small Form Factor (SFF)
- D. Tower (TWE)

Answer: A

Explanation:

All in One PCs are ideal when workplace size matters; Touch and Non-Touch versions are available. With so called IPS display technology, wide viewing angles and accurate colors are achieved.

Question: 7

Which HP capability replaces the BIOS boot block if a virus corrupts the notebook?

- A. HP Device Manager
- B. HP Sure Start
- C. HP ProtectTools
- D. HP Page Lift

Answer: B

Explanation:

Reference:

<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-8955ENW.pdf> (last page, see the image)

Question: 8

Which HP capability allows IT administration staff to prevent the use of unwanted USB keys?

- A. HP Device Manager
- B. HP Universal Print Driver
- C. HP WebJetadmin
- D. HP Embedded Web Server

Answer: A

Explanation:

HP Device Manager protects against unwanted USB keys

Question: 9

Your customer will be installing 30 Z620 workstations in a large room. Their current installation is so noisy that the users are complaining they cannot work effectively. How would you describe the approximate noise level these 30 workstations will make if they are all operating their SATA drives?

- A. About the noise level of a calm room, like a library, 20-30 db
- B. About the noise level of normal conversation, 40-60 db
- C. About the noise level of traffic on a busy road. 80-90 db
- D. About the noise level of a jackhammer, more than 100db

Answer: B

Explanation:

Question: 10

According to IDC research regarding IT staff productivity, user productivity, and IT cost reductions, which product enables annual savings of \$32,000 per 100 users?

- A. Microsoft System Center
- B. HP Client Automation
- C. Intel vPro
- D. LANDesk

Answer: D

Explanation:

An IDC report on the impact of LANDesk solutions found that over the three-year analysis period, the IT organizations in the study experienced total annual benefits of \$32,022 per 100 users in these three areas: IT staff productivity; user productivity; and IT cost reduction.

Question: 11

Which management software solution allows IT administrators to manage PCs remotely and deploy images directly to the device?

- A. Insight Control management software
- B. Data Protector management software
- C. LANDesk management software
- D. HP Embedded Web Server software

Answer: C

Explanation:

Using LANDesk's management software means that IT can deliver the PC directly to the end user and manage it remotely by deploying the image to the box.

Question: 12

Your customer needs to process 3D graphics and 4kvideo manipulation in real time. Which HP workstation should you recommend?

- A. HPZ230
- B. HPZ420
- C. HP Z620
- D. HPZ820

Answer: D

Explanation:

Reference:

http://www8.hp.com/us/en/pdf/hp_autodesk_tcm_245_1531720.pdf

Question: 13

Which HP workstation is designed to be rugged enough to pass the rigorous military standard 810G tests?

- A. HP Z1
- B. HP Z620
- C. HP Z820
- D. HP ZBOOK14

Answer: D

Explanation:

Reference:

<http://www.laptopmag.com/reviews/laptops/hp-zbook-14.aspx>

the HP mobile workstations are designed to be rugged enough to pass the rigorous military standard 810G tests. Your customer receives this ruggedness and mobility without sacrificing performance.

Question: 14

Which statements describe the business value of HP Web Jetadmin? (Select two.)

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- A. Print volumes can be centrally controlled, thereby reducing paper and ink costs.
 - B. Users can securely share files and send to SharePoint or similar folder types.
 - C. Customers can automatically configure new devices through HP Web Jetadmin, reducing the amount of IT resources required.
 - D. From a single software solution, customers can remotely install, monitor, maintain, troubleshoot, and secure their imaging and printing environment
 - E. Many tasks can be automated so customers can effectively increase return on imaging and printing device investments and boost business productivity.

Answer: D, E

Explanation:

From a single software solution, customers can remotely install, monitor, maintain, troubleshoot, and secure their imaging and printing environment.

HP Web Jetadmin can effectively increase return on imaging and printing device investments and boost business productivity because so many tasks can be automated.

Explanation:

Reference:

<http://business.toshiba.com/usa/managed-print-experts/device-management/hp-web-jet.html>

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