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## Q&A

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**Exam** : **HP2-B62**

**Title** : HP Imaging and Printing  
Management and Security  
Solutions-Sales

**Version** : Demo

1.Which expense category grows regardless of economic conditions?

- A. IT security spending
- B. facilities spending
- C. marketing and advertising expenditures
- D. hardware purchasing

**Answer: A**

2.What is accomplished by segmenting customers into different technology adoption categories.?

- A. It builds strategic analysis tools for feature development.
- B. It encourages you to treat each type of customer differently in order to satisfy each customer's unique needs.
- C. It creates awareness of industries with specific government regulations.
- D. It allows support organizations to track customer needs.

**Answer: B**

3.Print management makes up which percentage of true office printing costs?

- A. 10%
- B. 25%
- C. 30%
- D. 45%

**Answer: D**

4.Which statements represent imaging and print management priorities? (Select three.)

- A. implementing job level tracking and audit capabilities
- B. controlling the devices and drivers
- C. assuring document integrity
- D. implementing rules-based printing
- E. tracking print expenses
- F. implementing encryption
- G. implementing authentication and secure release printing

**Answer: A,D,E**

5.Why should customers care about true office printing costs?

- A. Customers typically look at the cost of supplies and hardware, but do not consider the IT costs.
- B. Customers typically look at the cost of IT and supplies, but do not consider the hardware costs.
- C. Customers typically look at the cost of hardware and IT, but do not consider the cost of supplies.
- D. Customers typically look at the cost of hardware, but do not consider the cost of IT or supplies.

**Answer: C**