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Selling HP Device as a Service 2018

HP HP2-H69

Version Demo

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QUESTION NO: 1

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: 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

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

QUESTION NO: 4

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: 5

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