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**Exam** : **HP2-B99**

**Title** : HP Web Jetadmin Printer Fleet Management - Sales

**Vendor** : HP

**Version** : DEMO

NO.1 What is an important step in the fleet deployment stage of implementing HP Web Jetadmin?

- A. Set up a supplies replenishment system
- B. Eliminate help desk personnel who are no longer needed,
- C. Read all generated reports.
- D. Update devices and HP Jetdirect cards with the latest firmware.

**Answer:** D

NO.2 Optimizing a customer's imaging and printing environment provides what opportunity?

- A. to make transactional sales
- B. clear overstocked items from inventory
- C. to reduce customer interaction
- D. to enable device cross-sell and up-sell

**Answer:** A

NO.3 What is one reason HP does not charge for HP Web Jetadmin?

- A. HP no longer invests resources into HP Web Jetadmin.
- B. It is an incentive to buy HP imaging and printing devices.
- C. HP believes in open standards.
- D. Q Competitive imaging and printing tools are superior to HP Web Jetadmin

**Answer:** C

NO.4 How does HP Web Jetadmin positively influence end-user productivity?

- A. increases device uptime
- B. notifies end users that jobs are ready
- C. decreases the number of device contention issues
- D. increases printer output speed

**Answer:** D

NO.5 What is reduced by locking down ports on imaging and printing devices?

- A. device overloading
- B. access by hackers
- C. maintenance costs
- D. network errors

**Answer:** A

NO.6 What is the estimated percentage of time that can be saved by using HP Web Jetadmin to install, certify, maintain, and deploy print drivers?

- A. 30%
- B. 40%
- C. 50%
- D. 60%

**Answer:** C

NO.7 Which type of customer is most likely to be interested in HP Web Jetadmin security features'?

- A. real estate broker or sales agent
- B. food service broker
- C. financial or medical services provider
- D. retail with transactional sales people

**Answer:** D

NO.8 Which HP Web Jetadmin services can be part of a reseller's portfolio? (Select two.)

- A. variable data printing
- B. managing supplies/consumables replenishment
- C. job accounting/bill back
- D. managing device installation and optimization
- E. network print job monitoring

**Answer:** A,D