

HP

HP2-H69 Exam

HP Selling HP Device as a Service 2018 Exam

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DEMO VERSION (LIMITED CONTENT)

Questions & Answers

Version: 1.0

Question: 1

Who is primarily responsible for the installation of the lightweight software client app on devices for the HP DaaS Analytics and Proactive Management service?

- A. HP Service Experts
- B. customer IT Admins
- C. channel partner IT Admins
- D. external IT Admin Experts

Answer: B

Question: 2

In which three ways docs 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: ABD

Question: 3

DaaS Analytics and Proactive Management can support non-HP devices. However, there are some features and reports that arc only available with Microsoft Windows-based HP devices. Which features arc only available on HP devices? (Select three.)

- A. mobile application whitelisting and blacklisting
- B. hardware warranty
- C. smart battery health (replacement)
- D. device encryption settings
- E. app deployment
- F. automatic parts replacement

		Answer: B D F
Overtion 4		
Question: 4		
Used as a modern service m deliver? (Select three.)	odel for commercial organizations, what	docs HP Device as a Service
A. cost predictability B. improved profitability C. IT performance and agility D. a more mobile workforce E. better revenue streams F. improved productivity		
		Answer: ADF
Question: 5		
A. an HP helpdcsk service for B. next business day hardware C. HP Service Experts working environment	end-users that is available 24/7 e support, practically anywhere in the woring with channel partners to provide insignations.	ld
		Answer: C D
Question: 6		
What arc the correct ways in v	which a channel partner can sell HP DaaS t	to a customer? (Select two.)
B. HP DaaS can be sold as a co C. HP DaaS can be sold as a tr D. HP DaaS can be sold as a Management.	ontract with 1 - to 5-ycar terms available. Insultative sale with an HP Account Delive Insultative sale with an HP Account Delive Insultative sale with channel partners man	rdware and services. aging Analytics and Proactive
E. HY Daas can be sold as an e	ecosystem sale with different vendors prov	viding nardware and services.
		Answer: B D
Question: 7		

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What are the correct options available for a Custom HP DaaS plan?

- A. Customers can select individual HP DaaS Analytics and Proactive Management capabilities.
- B. Customers can select from a different range of optional accessories.
- C. Customers can select from the complete portfolio of lifecycle services (if they arc SKU-based).
- D. Customers can purchase third-party Windows PCs through HP.

	Answer: C
Question: 8	
Which service involves HP Service Expert support?	
A. Defective Media Retention Services	
B. Next Day Hardware Repair	
C. Accidental Damage Protection	
D. App deployment	
	Answer: A

What should the channel partners do during the on boarding process for Analytics and Proactive Management?

- A. secure a Report Admin account to access customer device analytics
- B. review the customer's analytic reports
- C. alert HPFS on which flex-up devices need to be included
- D. assess opportunities for the addition of their own value-added lifecycle services

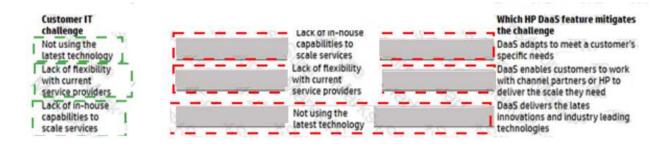
Answer: C

Question: 10

DRAG DROP

Match the customer IT challenge to the corresponding HP DaaS feature that helps mitigate it.

challenge Not using the latest technology Lack of flexibility with current service providers Lack of in-house capabilities to scale services	DaaS adapts to meet a customer's specific needs DaaS enables customers to work with channel partners or HP to deliver the scale they need DaaS delivers the latest innovations and industry leading technologies
	Answer:



Explanation:

Lack of in-house capabilities to scale services	
Lack of flexibility with current service providers	
Not using the latest technology	

Which HP DaaS feature mitigates the challenge

DaaS adapts to meet a customer's specific needs

DaaS enables customers to work with channel partners or HP to deliver the scale they need

DaaS delivers the latest innovations and industry leading technologies

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