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**Exam** : **HP2-B84**

**Title** : HP Document Workflow  
Technical

**Version** : Demo

1.What is a current hardcopy market trend?

- A. More printing is being done on high capacity centralized printers.
- B. The market is moving from a "print and distribute" model to a "distribute and print" model.
- C. More of the information received each day is being printed
- D. The market is moving from a "distribute and print" model to a "print and distribute" model.

**Answer: B**

2.What is the most efficient method for communicating in business, as measured by document speed, cost, and quality.?

- A. email
- B. mail
- C. fax or LAN fax
- D. courier

**Answer: A**

3.Which type of costs makes up only 10% of the total cost associated with creating a typical document?

- A. Hard costs
- B. Labor costs
- C. Outsourced costs
- D. Soft costs

**Answer: A**

4.One market trend is that fax users are shifting to which service?

- A. Email
- B. Courier services
- C. LAN fax
- D. DL fax

**Answer: A**

5.What is a major benefit of digital sending versus fax?

- A. Better paper quality
- B. Guarantees that a document is read
- C. Original output quality
- D. Used by everyone

**Answer: C**

6.Ideal target customers for HP Digital Sending solutions are often part of which industry?

- A. paper-intensive
- B. retail
- C. mobile technology
- D. high-tech

**Answer: A**

7.What is often the reason for document management?

- A. to help with staff reductions
- B. to meet government regulations
- C. to utilize carbonless paper forms
- D. to reduce scanner usage

**Answer:** A

8.What are business benefits of digital sending? (Select two.)

- A. similar cost as using fax
- B. lower network usage
- C. faster access to information
- D. better quality
- E. less use of color printers

**Answer:** C,D

9.Which statement is true about the impact of information availability in daily business?

- A. Most of people's time is spent trying to find the right information
- B. People spend very little time trying to find the right information.
- C. Storing information is a complex process that can be performed only by a CRM solution.
- D. The way a user files information does not impact the availability of the information.

**Answer:** A

10.What is an advantage of selling MFPs using HP Advanced Digital Sending?

- A. It makes formatting of booklets easy.
- B. It is compatible with Apple OS X.
- C. It costs less than using HP Simple Digital Sending.
- D. It works in conjunction with HP MFP Digital Sending Software.

**Answer:** D