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Exam : **HP2-H13**

Title : Selling HP Retail Point of Sale Solutions

Version : Demo

1.A customer is considering using a PC configured as a Point of Sale solution. What is a unique HP Point of Sale feature that would help this customer consider an HP POS solution?
A. systems engineered to support long lifecycles
B. lower purchase price for HP POS solution
C. easy integration with the customer's back office system
D. the 3-year standard warranty offered on HP POS
Answer: D

2.You are working with a customer who is environmentally conscious and is specifically interested in energy consumption. Which benefit should you focus on to help justify a decision for the HP ap5000.?
A. designed and tested for a retail environment
B. Energy Star 5.0 and EPEAT Silver qualified
C. reduced heat with 64GB Solid State Drive
D. choice of energy-efficient peripherals
Answer: B

3.Retailers must address several critical factors in order to build sustainable businesses. Which of these factors can HP help with?
A. floor space
B. price
C. merchandising
D. brand equity
Answer: D

4.What makes the ports on an HP Point of Sale system different from those on a PC?
A. aligned in order of importance
B. large, easy-to-read labels
C. labeled port covers
D. powered USB ports
Answer: C

5.You are competing with IBM for the business of a large customer that requires a POS solution installed in their Warehouse Sales Store facilities. One of the customer's decision criteria is the cost of supporting and maintaining the solution after the sale. Which HP Point of Sale benefit should you emphasize with this customer that gives you an advantage in this competitive situation?
A. integration with existing powered peripherals
B. support of next generation powered peripherals
C. strong global service and support organization
D. HP three-year warranty on the POS and peripherals
Answer: D

6.Your customer is buying a modular HP Point of Sale system. They want a display that provides information to their customers. Which HP peripheral meets this customer's needs?
A. two-line pole display

B. two-sided display panel
C. 10.4 " customer-facing monitor
D. integrated customer display
Answer: A

7.Which feature of HP Thermal Receipt Printers extends the service life?
A. advanced exchange warranty
B. built-in liquid dam with drainage
C. ceramic auto-cutter and printhead
D. powered USB cable operation
Answer: C

8.On which message should you focus when your customer asks you why they should buy HP-branded peripherals?
A. simpler installation with HP Point of Sale products
B. standard HP warranty that can reduce Total Cost of Ownership (TCO)
C. longer lifecycle due to improved reliability
D. easy ordering process and available financing
Answer: B

9.How is the on/off switch on the rp5700 Point of Sale system configured to help avoid accidental shutdowns?
A. located in back with delay
B. located in front and covered
C. located in front and recessed
D. located on side with delay
Answer: C

10.A customer is planning to install their point of sale system under the counter. You suggest they use the HP rp5700 because it supports operation temperatures higher than most PCs can maintain. How is the HP rp5700 vented to support this capability?
A. front and back
B. top and bottom
C. right and left sides
D. all six surfaces
Answer: A

11.Your customer is refreshing their Point of Sale systems and wants to integrate them into their existing environment. Which feature makes it possible to meet this customer's need?
A. extensive connectivity
B. retail hardened design
C. energy efficient design
D. industry standard technology
Answer: D

12.What is a brief, but accurate description of the HP ap5000 that you can provide a customer?
A. a compact and affordable Point of Sale solution
B. a touch enabled All-in-One Point of Sale solution
C. a powerful modular Point of Sale solution
D. a Retail Hardened Point of Sale solution
Answer: C

13.Which touchscreen monitor size is offered as an option for HP Point of Sale systems?
A. 11 inch diagonal
B. 13 inch diagonal
C. 15 inch diagonal
D. 17 inch diagonal
Answer: C

14.Which HP Point of Sale system simplifies peripheral selection?
A. ap5700
B. rp5700
C. ap5000
D. rp5000
Answer: A

15.How many keys is your customer able to configure on an HP POS keyboard?
A. 7
B. 14
C. 28
D. 56
Answer: C