

# PASSTCERT

QUESTION & ANSWER

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**Exam : HP2-H69**

**Title : Selling HP Device as a  
Service 2018**

**Version : DEMO**

1.What is the correct number of days available for the DaaS Analytics and Proactive Management trial?

- A. 45 days
- B. 65 days
- C. 70 days
- D. 90 days

**Answer: A**

2.HP DaaS offers customers a range of commercial devices.

Which two features are key device differentiators for HP DaaS? (Select two.)

- A. automatic Windows 10 updates
- B. HP Elite device security solutions
- C. spill-resistant keyboards
- D. innovative designs
- E. Accidental Damage Protection

**Answer: A,B**

3.What is included in all HP DaaS plans?

- A. insights into device inventory and device health
- B. option for simplified leasing agreement
- C. HP Service Experts
- D. Accidental Damage Protection

**Answer: D**

4.If the customer prefers to receive HP DaaS Analytics and Proactive Management as a managed service from HP.

What are the correct options available?

- A. purchasing the managed service as a component of a simplified lease agreement
- B. purchasing the managed service through HP's cloud-based software management console
- C. purchasing the managed service by selecting the Enhanced or Premium HP DaaS plan
- D. purchasing the managed service as a standalone SKU

**Answer: B**

5.What is the goal of the performance review between HP and channel partners in the delivery and support process of HP DaaS?

- A. to suggest how the channel partner could grow the HP DaaS business into other geographic areas
- B. to evaluate the quality of service the channel partner is providing to the customer
- C. to support the channel partner in driving value for customer's device environment
- D. to ensure that CarePack SLAs are being fulfilled

**Answer: D**