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Exam : **HP3-C15**

Title : **HP Supplies College Update**

Version : **Demo**

1.How can you and HP help to manage your customers'™ acquisition costs

- A. by offering flexible pricing options, leasing, CPP, Smart Finance or outright purchase
- B. by offering guaranteed buy-back, mid-life upgrades and a diverse model range
- C. by offering lease-and-lend, flexible finance rates, charge per click or all-in-click
- D. by offering outright purchase, higher purchase, rental or term purchase with environmental disposal

Answer: C

2.What value proposition can HP offer your SMB customers.?

- A. Start simple, work smarter and grow faster.
- B. Start slowly, work relentlessly and grow steadily.
- C. Optimise Infrastructure, motivate users and expand markets
- D. Start Fast, work simply and grow steadily

Answer: A