



Course ID: 00097022, Rev. 9.1

Format: Instructor-led Training

Duration: 1 Day

Course description:

HP Web Jetadmin Printer Fleet Management Sales is designed to give the students an understanding of benefits derived from imaging and printing fleet management with a focus on the small and medium business segment. Included in this course is information about the benefit of infrastructure management to customers and resellers, an overview of HP Web Jetadmin 10 features and benefits, competitive information and instructive information on using HP Web Jetadmin as a tool for infrastructure management. Ideas for setting a reseller fee structure for providing HP Web Jetadmin services is included.

Course objectives:

Participants will develop an understanding of the customer benefits of imaging and printing infrastructure management in the business environment. In addition, the participants will learn how HP resellers can benefit by delivering infrastructure management services to their customers. The participants will understand how resellers and customers can use HP Web Jetadmin to manage the imaging and printing infrastructure. The content trained in this course will allow the participant to qualify through the HP Certified Program test.

Who should attend?

This course is aimed at HP resellers, sales representatives and consultants who want to understand how Fleet Management can help their customers.

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