HP Certified Professional
Balanced Deployment Technical Professional
HP0-445
Exam Preparation Guide

Purpose of the exam prep guide

The intent of this guide is to set expectations about the content and the context of the exam and to help candidates prepare for the exam. In this guide, you will find recommended HP training courses, reference and study material to help you achieve a successful passing score.

Studies conducted by HP and Prometric show that a combination of course attendance and self-study maximizes the likelihood of passing the exam on the first attempt.

Audience

This exam is for HP Channel Partners/Resellers with. Examples of job roles include:

- Technical presales consultants
- Other technical professionals who want to update their presales technical knowledge

General areas of content include:

Introduction to balanced deployment
Why balanced deployment
Identify the needs for a balanced model
Elements of balanced deployment
Implementation of balanced deployment.

Certification requirements

The HP0-445 Balanced Deployment Technical Professional is one of the elective requirements to be certified as either an Accredited Presales Professional (APP) – HP Imaging and Printing Solutions or an Accredited Presales Consultant (APC) – HP Imaging and Printing Solutions.

The APP and APC – HP Imaging and Printing Solutions credentials provide certification that an individual has the skills, given a set of customer business requirements, to recognize opportunities and make recommendations around HP’s Balanced Deployment Model.

The course combines lecture with hands-on solutions labs allowing participants to experience HP’s imaging and printing products in real world
scenarios combined with the implementation and configuration of HP and 3rd party solutions.

Exam details

At the beginning of the exam, you will be asked to answer several survey questions. The survey questions are designed to assist the exam development team in accurately profiling test results and to improve future exams.

The following are details about the exam:

- **Number of items:** 62
- **Item types:** multiple choice
- **Time commitment:** 120 minutes
- **Passing Score:** 65%
- **Reference Material:** No on-line or hard copy reference material will be allowed at the testing site.

Comments on the exam

During the exam, participants can make specific comments about the items (i.e., accuracy, appropriateness to audience, etc). HP welcomes these comments as part of our continuous improvement process.

Exam content

The following testing objectives represent the specific areas of content covered in the exam. Use this outline to guide your study and to check your readiness for the exam. The exam measures your understanding of these areas.

**Balanced Deployment Technical Professional HP0-445 Exam Content**

1.0 Introduction to balanced deployment
   1.1. Technology trends
   1.2. Hardcopy market trends
   1.3. Why balanced deployment
   1.4. Implementation of balanced deployment

2.0 Implementation of balanced deployment
   2.1 Productivity
   2.2 Quality
   2.3 Flexibility
2.4 Information availability
2.5 Cost
3.0 Identify the needs for a balanced model
   3.1 Hardware analysis
   3.2 Document analysis
   3.3 Document workflow
4.0 Elements of balanced deployment
   4.1 HP hardware portfolio
   4.2 Electronic document distribution
   4.3 Document archiving
   4.4 Mobile printing
   4.5 Solutions
5.0 Implementation of balanced deployment
   5.1 HP hardware portfolio
   5.2 Digital sending
   5.3 Document archiving
   5.4 Mobile printing

Recommended Training and Study References

This section lists training courses and documents that can help you acquire a majority of the knowledge and skills needed to pass the exam. You must also gain the practical experience outlined in this guide.

You are not required to take the courses listed in this section. However, HP strongly recommends that you attend the classes, participate in class labs, and thoroughly review all course material and documents before taking the exam, even if you believe you have sufficient on-the-job experience.

Instructor-Led Training

Use the information in this guide and the practical experience you have gained to determine your need for the instructor-led training.

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<tr>
<th>Title</th>
<th>How to Enroll</th>
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<tr>
<td>Balanced Deployment Technical</td>
<td>Visit your regional certification Web site for enrollment information.</td>
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Web-based Training

Self-paced training and technical documentation may provide appropriate learning alternatives to instructor-led training for more experienced candidates.

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<thead>
<tr>
<th>Title</th>
<th>How to Order/Obtain</th>
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<tbody>
<tr>
<td>HP 9200c Commercial Sales Training</td>
<td><a href="http://www.hp.com/go/onlinelearning">http://www.hp.com/go/onlinelearning</a></td>
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<tr>
<td>HP LaserJet 9050 Printer Series Sales Training</td>
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<td>HP MFP Analog Fax Accessory 300 Sales Training</td>
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<tr>
<td>HP LaserJet 9040/9050mfp Commercial Sales Training</td>
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<td>HP OfficeJet 9100 All-in-One Series – Commercial Sales Training</td>
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Conclusion

HP wishes you success in the HP Certified Professional Program and in passing the exam for which you are preparing.