Exam Number/Code: M6040-420

Exam Name: SureMark Printers
Models 2xR and 1xR
Sales Mastery

Version: Demo

QUESTION NO: 1

Which two features reduce retailer operating costs by increasing cashier productivity?

A. larger paper roll
B. easy-to-service design
C. single-hand paper loading
D. customer replaceable unit components

Answer: B,D
Explanation: B:Servicing and managing these new POS printers is very simple and easy. Light- Path management coupled with tool-less replacement of major assemblies plus enhanced systems management sensors and usage counters make these models very easy to service and manage. Customers who choose to service their own printers will value the CRU (customer replaceable unit) replacement of the thermal print head, the main card assembly, and the communication interface adapter.
D:The receipt station print head, logic card and interface adapter can be replaced by just about anyone! This means that you can express replacements to the store without having to call for on site service.

QUESTION NO: 2

Which two key advantages of the new 2CR printer make it easier to service and manage than the TI4 printer?

A. polymer film support
B. Light Path Management
C. faster receipt printing
D. customer replaceable units

Answer: B,C
Explanation: B:New Light Path Diagnostics
Many problems can now be diagnosed over the phone! Lights illuminate the problem area to quickly and accurately identify what needs to be fixed.
C:New High SpeedReceipt Station
With a burst speed of 80LPS at 8LPI, post printing long receipts is quick and easy!

QUESTION NO: 3

Which two improvements in the new SureMark Printers are particularly important to multinational retailers and those operating in Asia?

A. faster print speed
B. drop in paper loading
C. increased user memory
D. increased number of supported code pages

Answer: C,D
Explanation: C: More Memory
Memory available to store logos, fonts, bitmaps and information has been increased 6x previous generation.
D:Available worldwide, these Models replace Models Tx3, Tx4, and Tx5 and can easily be configured by users to print DBCS (double-byte character set) characters used in some Asia- Pacific countries, or SBCS (single-byte character set) characters, used in most other countries throughout the world.

QUESTION NO: 4

Which two current models does the SureMark printer model 1NR replace?

A. TF6
B. TI5
C. TJ6
D. TM7

Answer: A
Explanation: IBM 4610-1NR SureMark Printer
This single station model and replaces the 4610-TF6 and 4610-TF7.

QUESTION NO: 5

What are two ways that the Toshiba SureMark printer meets retailers' demands?

A. Toshiba offers many color options to meet customer demands.
B. Toshiba offers the industry's fastest thermal receipt printing.
C. Toshiba offers a single warranty option that meets customer needs.
D. Toshiba SureMark printers are built to last and can be serviced by the retailer.

Answer: B,D

Explanation: B:Fast, reliable receipt printing at speeds up to 80 lines per second (250 mm/sec)

QUESTION NO: 6

Which statement is true about the USB performance of the 1NR printer?

A. It communicates at 10 Mbps.
B. It supports USB 2.0 full speed.
C. It supports only powered USB interfaces.
D. USB performance remains unchanged from previous models.

Answer: B
Explanation: *Optional communication interfaces include Ethernet, RS-232, RS-485, standard USB and
powered USB
*USB Interface Adapter
This new interface adapter supports full speed bulk mode USB 2.0 throughput and is the fastest of the four adapters

QUESTION NO: 7

The new SureMark printer models offer significantly increased user memory over previous models.
How much user memory is now available?

A. 1MB
B. 2 MB
C. 3 MB
D. 4MB

Answer: C
Explanation: With updated drivers operating in native mode, you'll have access to the full 3M of user memory (Vs 256K on TF6) for storing more fonts if needed.

QUESTION NO: 8

A retailer is shopping for a new POS printer. What is a key characteristic of the SureMark printer that persuades retailers to purchase the Toshiba brand?

A. low purchase price
B. 80 LPS and the industry leading MICR reader
C. wide selection of warranty and maintenance coverage options
D. wide selection of I/O options, which include RS-485. RS-232. and Ethernet connections

Answer: B
Explanation: *New High SpeedReceipt Station
With a burst speed of 80LPS at 8LPI, post printing long receipts is quick and easy!

* Improved Check Processing
99.95% Accurate MICR reading is 100% better than the current competition. This combined with lowest rejection rates in it's class means that you will rarely have to manually process checks.

QUESTION NO: 9

Retailers demand high accuracy MICR reading and low fail-to-read rates. What is the model 2CR's MICR accuracy rate?

A. 99.59%
B. 99.75%
C. 99.95%
D. 99.99%

Answer: C
Explanation: Improved Check Processing
99.95% Accurate MICR reading is 100% better than the current competition. This combined with lowest rejection rates in it's class means

QUESTION NO: 10

What are two practical actions a customer could take based on information made available remotely through the printer sensor system and Remote Management Agent?

A. recharge the printhead to extend its life
B. advise the store when a worn ribbon is causing print quality problems

C. advise the store that paper will need to be changed in a register soon
D. move printers from lanes with lower usage to wear-level their printers

Answer: C,D
Explanation: C: New Low Paper Sensor
Others printers may have low paper sensors but ours leads the pack in reliability and flexibility with remotely programmable set points.