



**Vendor:** HP

**Exam Code:** HP2-Z23

**Exam Name:** Selling HP Enterprise Networking Solutions

**Version:** DEMO

### QUESTION 1

A sales consultant is discussing an HP FlexBranch solution with the CIO of a bank that has hundreds of branches with thirty or fewer devices each. The CIO emphasizes simplicity of management and deployment and expresses interest in a competitor's one-box branch solution. What can the sales consultant explain about a branch solution based on HP 5400 zl switches?

- A. These switches are one-box solutions that provide all the capabilities of competitors' one-box solutions.
- B. The customer can purchase an integrated routing module that transforms these switches into feature-rich one-box solutions.
- C. While these switches do not provide the most advanced capabilities of some competing one-box solutions, they are one-box solutions that provide simple management for the features that customers need.
- D. Although a second device is required for WAN routing, the HP two-box solution offers many features, simpler management, and simpler licensing than competing one-box solutions.

**Answer: A**

### QUESTION 2

A sales consultant is creating an HP FlexBranch solution proposal that includes wireless products for a healthcare company. The consultant plans to propose the HP Predictive Wireless Site Survey Care Pack for this customer. The consultant is now trying to decide whether to suggest the HP Wireless LAN Design Service as well. What would be one reason for adding that service?

- A. The HP Wireless LAN Design Service provides the on-site survey that might be important for planning RF coverage for a hospital.
- B. The HP Wireless LAN Design Service provides an RF plan for multiple sites with multiple floor plans.
- C. The HP Wireless LAN Design Service could plan quality of service (QoS) for healthcare applications that require special handling.
- D. The HP Wireless LAN Design Service provides RF planning for wireless IDS/IPS services, which can be important for a company that must comply with regulations.

**Answer: B**

### QUESTION 3

A sales consultant has a lead with a retail company. The company has seventy outlets, each of which needs to support between 20 and 30 devices, including workstations and point of sale (POS) devices. All of the outlets connect to a central data center over virtual private network (VPN) connections. Which HP series of routers best meet the company's needs for the outlets?

- A. HP 6600
- B. HP 8800
- C. HP MSR20
- D. HP MSM900

**Answer: C**

### QUESTION 4

Which HP sales resource offers lifecycle support from planning and deployment through integration, management and evolution?

- A. HP Education Services
- B. HPstorageServices
- C. HP Technology Services
- D. EMEA Network Design Center or comparable regional HP design support center

**Answer: B**

#### QUESTION 5

A sales consultant has selected HP products for an HP FlexBranch solution. The consultant now wishes to select recommended care packs for those specific products. Which HP tool can provide this information?

- A. HP FlexBranch sales playbook
- B. HP Networking Online Configurator
- C. HP FlexBranch green zone/red zone sales guide
- D. HP Demo Portal

**Answer: A**

#### QUESTION 6

One of the characteristics that can help a sales consultant determine if a customer is a hot lead for an HP FlexBranch solution is the customer's dependence on the cloud. According to the HP FlexBranch green zone/red zone qualification table shown here, which customer opportunity represents the hottest lead?

	PURSUE	CAUTION	CONSULT TS
Verticals	Education, State/Local Government, Retail, Banking, Manufacturing, Healthcare	Telco/Branch CPE* National/Federal certs (FIPS/CC)	Mining/Energy
Applications	UC/VoIP Survivability, Local DNS/DHCP/Print Server, Security, Point of Purchase	Largescale Video Surveillance (extremely large multicast streams) Proprietary/Non-standard	
IT Initiative	DC Consolidation, Branch Consolidation, UC/VoIP roll-out, WAN Refresh	UC/VoIP expansion w/Cisco ISR incumbent	Residential Broadband
Cloud dependence	Highly dependent on Private or Hybrid Public/Private Cloud	Most apps local in branch	No central apps needed
Environment	Indoor air conditioned	Very shallow closets	Outdoor/harsh
Unique features	Integrated Services, Green Infrastructure/EEE	Data Encryption/ MACSec	
IT org. structure	Centralized decisions and deployment		Autonomous/standalone

- A. The customer has many branches, and all branch users run most applications centrally.
- B. The customer has a few branches, and most branch users run applications locally.
- C. The customer has many branches, and all branch users run most applications locally.
- D. The customer has many branches, and most branch users run most applications locally.

**Answer: D**



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