



**Vendor:** HP

**Exam Code:** HP2-Z27

**Exam Name:** Selling HP Networking Solutions and Services

**Version:** DEMO

### QUESTION 1

According to industry analyst Gartner, which key benefit does HP give customers seeking data center networking solutions?

- A. HP is developing proprietary technologies that meet key customer needs more quickly than other vendors.
- B. HP offers the clearest and most promising vision, particularly for Software-Defined Networking (SDN) and OpenFlow
- C. HP makes up for a slight lack in vision with a wide array of solutions and an emphasis on meeting specialized needs.
- D. HP is the historic leader in data center networking solutions and continues to excel in meeting traditional needs.

**Answer:** A

### QUESTION 2

Which statement describes the security features of FlexNetwork?

- A. Security is integrated in all infrastructure devices, allowing companies to implement security consistently across their entire network.
- B. Security is based on open standards and implemented through integration with Lightweight Directory Access Protocol (LDAP) compliant directories.
- C. Security features are available as add-on components, allowing companies to add only the security features they need when they need them.
- D. Security is implemented through HP intelligent Management (IMC) security policies, which are applied at the top-level of a company's domain and then inherited by the devices within that domain.

**Answer:** A

### QUESTION 3

A customer has a small branch office with approximately 20 employees. The customer's highest priority is a simple solution that unifies wired and wireless access. Which HP switch series should you recommend?

- A. HP 830 Series
- B. HP 2620 Series
- C. HP 2920 Series
- D. HP 5500 EI Series

**Answer:** C

**Explanation:**

<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-6008ENW.pdf>

### QUESTION 4

Which role does HP Dynamic Virtual Private Network (DVPN) play in a company's security

solution?

- A. DVPN integrates confidentiality, message authentication, and replay protection for voice traffic and extends Real Time Protocol (RTP).
- B. A DVPN license provides company branch networks with virtualized security and access the HP TippingPoint DV Labs.
- C. DVPN simplifies and secures WAN connectivity by interconnecting locations with standards-based, IPsec tunnels.
- D. Like its predecessor SSL, DVPN uses certificates to protect HTTP communications, but DVPN provides simpler setup.

**Answer: C**

**Explanation:**

<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-9066ENW.pdf> (page 1)

#### QUESTION 5

What is a function of the HP IMC Virtual Application Networks Manager module?

- A. It gathers key performance indicators (KPIs), aggregates these metrics to generate key quality indicator (KQI) metrics, and yields a business model report.
- B. It creates a set of connection profile templates, which include predetermined parameters and policies for Virtual Machines (VMS).
- C. It allows developers to create applications that interface with IMC and integrate with each thirty-party operating system device on the network.
- D. It allows companies to monitor application performance and produce trend reports over specified time periods.

**Answer: B**

**Explanation:**

[http://h17007.www1.hp.com/us/en/networking/products/network-management/IMC\\_VANM\\_Software/index.aspx#.UpgyuGQmmZ0](http://h17007.www1.hp.com/us/en/networking/products/network-management/IMC_VANM_Software/index.aspx#.UpgyuGQmmZ0)

#### QUESTION 6

What is a key benefit of FlexFabric products that support Fibre Channel over Ethernet (FCoE) in reference architectures?

- A. Performance and reliability increases as the customer shifts legacy copper wire to more resilient fiber.
- B. Administrators manage the network more easily through channels that manage virtual switches and physical switches together.
- C. Customers connect their data center to storage volumes in the cloud over secure Ethernet-based channels.
- D. Customers save money by converging server traditional Ethernet and Storage Area Network (SAN) traffic

to the same NICs.

**Answer: C**

**Explanation:**

<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA4-0789ENW.pdf>

**QUESTION 7**

Which router is designed to meet the needs of customers in a FlexCampus solution?

- A. HP HSR6802 Router
- B. HP MSR2003 Router
- C. HP 8800 Router
- D. HP HRS6602-G Router

**Answer: C**

**Explanation:**

[http://www.hp.azlan.com/en/Networking/Solutions/HP-FlexCampus-solutions/\(see campus routin\)](http://www.hp.azlan.com/en/Networking/Solutions/HP-FlexCampus-solutions/(see%20campus%20routin))

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