



Vendor: HP

Exam Code: HP2-Z35

Exam Name: Selling HP Networking Solutions and Services

Version: DEMO

QUESTION 1

A customer has a large branch office that requires 12 access points (APs).
You need to propose a wireless controller for the branch.
What is the lead product for this position?

- A. HP 830 Unified Wired-WLAN Switch
- B. HP Multi Service Mobility (MSM)765zl
- C. HP Wireless Services Manager (WSM)
- D. HP 850 Unified Wired-WLAN Appliance

Answer: A

Explanation:

<http://www8.hp.com/in/en/products/networking-wireless/product-detail.html?oid=5377832>

QUESTION 2

You are selling an HP customer a new solution and want to recommend HP Proactive Care.
The customer has purchased HP Foundation Care in the past for other HP solutions.
Which benefit does Proactive Care offer this customer that Foundation Care does not?

- A. firmware updates
- B. health scan
- C. hardware support
- D. 24x7 coverage window

Answer: D

QUESTION 3

How do HP networking products fit within the HP software-defined networking (SDN) architecture?

- A. HP offers many switches that support Open Flow and fit within the SDN solution, but no routers yet.
- B. Many of the existing HP switches and routers support Open Flow and fit in the SDN solution.
- C. HP offers special SDN models in its switch and router portfolios.
- D. HP offers many routers that support Open Flow and fit within the SDN solution, but no switches yet.

Answer: B

Explanation:

http://h17007.www1.hp.com/docs/networking/solutions/sdn/devcenter/02_-_HP_OpenFlow_and_SDN_Technical_Overview_TSG_v1_2013-10-01.pdf

QUESTION 4

Which IT challenge does the Bring Your Own Device (BYOD) trend present?

- A. IT needs to allow network access for personal devices without authentication.
- B. IT needs separate management tools to manage corporate and non-corporate devices.
- C. IT must find a balance between protecting company data and allowing users to remain productive on any device.
- D. IT must find new ways to inventory and manage corporate-owned devices while ignoring

personally-owned devices.

Answer: C

QUESTION 5

Which characteristic helps to qualify a customer for an HP data center networking solution?

- A. the need for moving past virtualization to high-performance mainframes
- B. the need for virtualization and cloud-readiness
- C. the need for ultra low latency for high frequency trading
- D. the need for more than 24,000 physical servers

Answer: D

Explanation:

<http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA3-0450ENW.pdf>

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