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Exam : **HP2-Z27**

Title : Selling HP Networking Solutions and Services

Version : Demo

1.What is the core component of HP FlexManagement?
A. HP Virtual Application Manager (VAN) Software-Defined Networking (SDN) Manager
B. HP Intelligent Management Center (IMC)
C. HP Virtual Connect Manager (VCM)
D. HP Systems Insight Manager (SIM)
Answer: B
Explanation:
Reference:http://en.wikipedia.org/wiki/HP_FlexNetwork_Architecture(Last para of the page)

2.In the FlexNetwork architecture, where is the HP 12900 Switch Series a lead-recommended product?
A. FlexManagement
B. FlexBranch
C. FlexCampus
D. FlexFabric
Answer: D
Explanation:
Reference:http://h17007.www1.hp.com/docs/interop/2013/4AA4-6499ENW.pdf(product overview first sentence)

3.In the FlexNetwork architecture, where is the HP 2920 Switch Series recommended as a lead product?
A. OnlyFlexBranch
B. FlexFabric and FlexCampus
C. FlexBranch and FlexCampus
D. FlexBranch, FlexCampus, and FlexFabric
Answer: A

4.Which statement correctly describes customers who purchase HP Network Support Services as compared to customers who rely only on the included warranty?
A. They are more satisfied and more likely to purchase another HP solution in the future.
B. They are no more satisfied but more likely purchase another HP solution in the future.
C. They are more satisfied but no more likely to purchase another HP solution in the future.
D. They are no more satisfied and less likely to purchase another HP solution in the future.
Answer: A

5.A company wants to provide redundancy at the network core with minimal failover times. What would you recommend to meet this goal?
A. Virtual Router Redundancy (VRRP)
B. HP Intelligent Resilient Framework (IRF)
C. Multi Protocol Label Switching (MPLS)
D. Multiple Spanning Tree Protocol (MSTP)
Answer: D

6.Which FlexNetwork technologies are designed to simplify the network architecture? (Select two.)
A. Software-Defined Networking (SDN)

B. HP TippingPoint Security Management Systems (SMS)
C. Dynamic Quality of Services (QoS) policies
D. HP Intelligent Resilient Framework (IRF)
E. HP Systems Insight Manager (SIM)
Answer: D,E
Explanation:
Reference: http://www3.networktest.com/hpirf/hpirf1.pdf

7.Your customer is at the Mitigate Risks stage in the buying cycle for an HP storage solution.
Which of these tasks should you perform at this stage?
A. Determine the customer requirements for scalability, data consolidation, and backup solutions.
B. Offer HP Design Services and offer the customer financial services if needed.
C. Diagnose the customer technical challenges and quantify the business problem or need.
D. Review the potential impacts on the customer environment and then recommend an HP solution.
Answer: D

8.How does Bring Your Own Device (BYOD) affect company IT decisions?
A. It is currently the third largest factor influencing the demand for wireless networks.
B. It is the single largest demand driver for wireless security technology and wireless/wired convergence.
C. Companies are decreasing their investment in wired technologies and increasing investments in wireless infrastructure.
D. Companies are decreasing investments in laptops and other mobile devices.
Answer: B
Explanation:
Reference: http://h17007.www1.hp.com/us/en/networking/solutions/technology/BYOD/index.aspx#.UpgobmQmmZ0

9.A senior IT manager wants to upgrade the company core switches in the data center, which is 80 percent virtualized. The IT manager has stated that the data center suffers from poor performance.
Which products would you suggest to improve performance in the data center-? (Select two.)
A. Intelligent Resilient Framework (IRF) to simplify the network architecture and reduce latency
B. Traffic Accelerator to simplify the configuration of quality of service (QoS) mechanisms
C. IMC Smart Connect to provision the network for new VMs
D. HP OpenFlow-enabled switches, which lay the foundation for implementing open standards
E. Virtual Connect to handle the east-west traffic between Virtual Machines (VMs)
Answer: A,D

10.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