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Exam : **HP2-Z36**

Title : Selling HP Enterprise Networking Solutions and Services

Version : DEMO

1.A customer tells you that the company has some legacy networking infrastructure products from vendors such as Cisco as well as HP products. What should you explain about HP Intelligent Management Center (IMC)?
A. IMC uses software-defined networking (SDN) to manage the network so it does not matter which types of products you have.
B. IMC can be part of your phased update, allowing you to manage just the HP devices in the upgraded sections of your network.
C. IMC can help you begin to manage your network immediately because it supports more than 6,000 devices from more than 200 vendors, including Cisco.
D. IMC provides a single pane of management for HP devices; you should immediately migrate to HP-only devices so that you can use IMC.
Answer: C
Explanation:
http://h17007.www1.hp.com/docs/van/API_WhitePaper.pdf

2.What benefit does HP Virtual Cloud Networking (VCN) provide?
A. It enables servers to carry storage and data traffic on the same connections.
B. It automatically renews warranties and services for customers' networking solutions.
C. It provides a marketplace in which customers can order cloud services.
D. It orchestrates network connections for virtual machines and integrates with VMware.
Answer: D
Explanation:
http://h17007.www1.hp.com/docs/networking/datacenter/4AA5-1865ENW-Discover-FAQ.PDF

3.What is one common challenge that customers face when trying to implement Bring Your Own Device (BYOD) in a traditional network?
A. IT staff struggle to configure each device manually, and they must also manage wired and wireless networks separately.
B. The legacy data center network is set up to accommodate east-west (server-to-server) traffic flows, but BYOD requires a different traffic flow.
C. Regulatory compliance teams pressure IT staff to implement BYOD as quickly as possible, and IT cannot keep up.
D. Most companies have already automated network and device management processes, and the automation software is difficult to upgrade for BYOD.
Answer: B
Explanation:
http://h17007.www1.hp.com/docs/mark/4AA3-3346ENW.pdf

4.Customers are needing to decrease time-to-service for network services in order to support faster application deployment in the data center. Which trend is driving this need?
A. stricter government regulations for private customer data
B. increasing use of Internet connections for branch-to-data center connections
C. increasing visualization and automation as well as considering cloud services
D. greater reliance on scale-up solutions and powerful mainframes

Answer: D

5.What is a key value of HP's strategy for Software-defined Networking (SDN)?
A. HP has avoided combining SDN and Network Functions Virtualization (NFV) in its solutions.
B. HP has created an open marketplace for best-in-industry SDN applications developed by HP and by third-party vendors.
C. HP has seen the flaws in open standard-based SDN solutions and developed a unique propriety SPN solution.
D. HP is committed to developing all SDN applications that customers need so that customers can avoid third-party solutions.
Answer: C
Explanation:
http://h17007.www1.hp.com/docs/networking/datacenter/4AA5-1865ENW-Discover-FAQ.PDF