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Vendor: HP

Exam Code: HP2-Z27

Exam Name: Selling HP Networking Solutions and Services

Version: Demo

QUESTION 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)

Correct Answer: B

QUESTION 2

In the FlexNetwork architecture, where is the HP 12900 Switch Series a lead-recommended product?

- A. FlexManagement
- B. FlexBranch
- C. FlexCampus
- D. FlexFabric

Correct Answer: D

QUESTION 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

Correct Answer: A

QUESTION 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.

Correct Answer: A

QUESTION 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)

Correct Answer: D

QUESTION 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)

Correct Answer: DE

QUESTION 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.

Correct Answer: D

QUESTION 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.

Correct Answer: B

QUESTION 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)

Correct Answer: AD

QUESTION 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.

Correct Answer: A

QUESTION 11

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.

Correct Answer: A

QUESTION 12

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

Correct Answer: C

QUESTION 13

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.

Correct Answer: C

QUESTION 14

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.

Correct Answer: B

QUESTION 15

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.

Correct Answer: C

QUESTION 16

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

Correct Answer: C

QUESTION 17

What is an essential benefit of an HP Unified Bring Your Own Device (BYOD) solution?

- A. secure device on-boarding and provisioning through a single management application
- B. ability to connect multiple network devices through a single physical port and handle them as one virtual device
- C. sophisticated workarounds, such as tunneling BYOD traffic through a separate set of wireless access points (APs)
- D. interoperability between traditional desktop operating systems (OSs) and smartphone OSs

Correct Answer: A

QUESTION 18

Which role can HP Intelligent Resilient Framework (IRF) play in a three-tier network topology?

- A. IRF can enhance a three-tier network by replacing the legacy aggregation layer with a more efficient BladeSystem-based aggregation layer.
- B. IRF can operate at the core and aggregation layers and optimize performance at these layers, but it cannot operate at the access layer.
- C. IRF can operate at some or all layers in a 3-tier network topology, optimizing the legacy topology for customers who require it.
- D. IRF is not available in aggregation layer switches so the benefits of IRF are not available in a three-tier topology.

Correct Answer: B

QUESTION 19

What is one way that HP Adaptive Power Architecture switches distinguish themselves in energy efficiency?

- A. They have a maximum operating temperature of 45 degrees Celsius rather than the standard 55 degrees.
- B. They ensure that all memories have access to all clocks, preventing lost power during failures.
- C. They use powerful software for most forwarding decisions, reducing hardware power demands.
- D. They operate at the precise voltage required, which can lead to significant savings in power.

Correct Answer: D

QUESTION 20

What is the primary purpose of customer segmentation?

- A. to determine if a customer is in the starting out, business expansion, or building momentum stage of the buying model
- B. to classify customers based solely on business type so the salesperson can present predefined HP solutions and shorten the sales cycle
- C. to categorize the customer's network needs into data center, branch, and campus segments
- D. to subdivide customers into similar groups so that a salesperson can identify customer needs more efficiently

Correct Answer: D

QUESTION 21

Which IT initiatives would interest a company that wants to acquire new customers" (Select three.)

- A. Bring Your Own Device (BYOD)
- B. Embracing cloud computing
- C. Big Data analytics
- D. Data center consolidation
- E. Unified Communications & Collaboration (UC&C)
- F. Server virtualization

Correct Answer: BCE

QUESTION 22

What are the differences between the HP Intelligent Management Center (IMC) Standard Edition and HP IMC Enterprise Edition? (Select two.)

- A. IMC Standard Edition does not support add-on modules.
- B. IMC Enterprise Edition includes a license for extended APIs.
- C. IMC Standard Edition supports a maximum of a 5,000 nodes.
- D. IMC Standard Edition ships with 50-node license; IMC Enterprise Edition ships with a 100- node license.
- E. IMC Enterprise Edition includes a 5-user license for Network Traffic Analyzer (NTA).

Correct Answer: ABD

QUESTION 23

A company wants to implement a wireless LAN (WLAN) for a new office. The site survey shows that the new office will need 25 Access Points (APs). The company is concerned about cost but is interested in wireless IDS capabilities. Which HP Multi-Service Mobility (MSM) Controller would you recommend?

- A. HP MSM760 Access Controller
- B. HP MSM765 zl Premium Mobility Controller
- C. HP MSM720 Premium Mobility Controller
- D. HP MSM710 Access Controller

Correct Answer: AB

QUESTION 24

Which phase in HP Network Lifecycle event services can include software and firmware updates as well as escalation management for issues?

- A. Strategy
- B. Operation
- C. Design
- D. Implementation

Correct Answer: D

QUESTION 25

A large enterprise wants to replace its legacy switches at the access layer of a campus network and may be interested in also implementing HP Intelligent Resilient Framework (IRF) at the access layer. Which switches would you recommend?

- A. HP 3800 Switch Series
- B. HP 5400 zl Switch Series
- C. HP 5500HI Switch Series
- D. HP 7500 Switch Series

Correct Answer: C

QUESTION 26

A company needs two core switches for its mid-sized data center. The company requires ultra- deep packet buffering, IPv6 routing, and up to 24 10GbE ports on each switch. Which switch series best meets the company requirements?

- A. HP 5900AF Series
- B. HP 5920AF Series
- C. HP FlexFabric 11900 Series
- D. HP FlexFabric 12900 Series

Correct Answer: B

QUESTION 27

What is one distinguishing benefit of the HP Lifetime Warranty 2.0 when compared to competitor warranties?

- A. hardware replacements for a three-year lifetime instead of the typical two-year lifetime
- B. free phone support during business hours for one year and reduced cost for this service after one year
- C. free consulting services for two years and the option to extend these services for another year
- D. software updates and hardware replacements for as long as the customer owns the product

Correct Answer: A

QUESTION 28

What are the benefits of Software-Defined Networking (SDN)? (Select three).

- A. simplifies the architecture of the data center
- B. allows end-to-end infrastructure management through a single controller
- C. provides more advanced automation and management capabilities
- D. prioritizes mission-critical traffic automatically reduces the need for high-density core switches with high-capacity processing capabilities
- E. makes data centers more scalable

Correct Answer: CDE

QUESTION 29

Which primary challenges are companies facing as they implement access layer solutions for wireless users? (Select two.)

- A. Companies implementing BYOD solutions do not have visibility into user behaviors, access, and usage.
- B. Wireless security measures do not provide sufficient protection against eavesdropping, requiring companies to implement IDS/IPS solutions to ensure regulatory compliance.
- C. IDS/IPS solutions are not available for wireless environments, which prevents companies from complying with government security standards.
- D. Wireless standards still support only 54 Mbps which does not meet the performance requirements of today's networks.
- E. Deploying wireless networks can introduce instability and heighten security risks.

Correct Answer: BD

QUESTION 30

Which statement about HP networking solutions differentiates HP from its competitors?

- A. HP is the only vendor to offer a lifetime warranty on all HP networking products.
- B. HP distinguishes itself by offering a one-tier solution based on FlexFabric and BladeSystem architectures.
- C. HP distinguishes itself by optimizing the three-tier network with 10 GbE downlinks and high- density switches.
- D. HP is the only company that offers the technologies required to simplify the network architecture and eliminate the aggregation layer in a three-tier network.

Correct Answer: B

QUESTION 31

An IT manager is interested in replacing legacy routers at a company branch office and does not want to be required to use a specific vendor. Which FlexNetwork feature would you emphasize?

- A. FlexNetwork delivers a consistent experience no matter where users access the network.
- B. FlexNetwork is scalable so large and medium-sized businesses can take advantage of features appropriate to their size.
- C. FlexNetwork provides agility, allowing companies to roll out new applications and services faster.
- D. FlexNetwork is built on open standards, which are also supported throughout the branch, campus LAN, and data center.

Correct Answer: D

QUESTION 32

An organization has one HP 10508 switch at the core of its campus LAN. The network administrator wants to implement Intelligent Resilient Framework (IRF) at the core of this campus LAN and asks you what he must purchase to implement IRF. What should you recommend?

- A. one 10508 switch
- B. one 10508 switch and one IRF license
- C. one 10508 switch and two IRF licenses
- D. two 12900 switches, because the 10508 switch does not support IRF

Correct Answer: B

QUESTION 33

Which technology support services are available by HP Services for HP FlexNetwork?

- A. Remote Support and Cloud-based Support
- B. Proactive Care and Multi-Vendor Support
- C. Hardware Support and Software Support
- D. Mission Critical Support and Priority Access

Correct Answer: D

QUESTION 34

Which layers are in the Software-Defined Networking (SDN) architecture? (Select three.)

- A. Logic layer
- B. Persistence layer
- C. Application layer
- D. Virtual layer
- E. Infrastructure layer
- F. Control layer

Correct Answer: CEF

QUESTION 35

Your customer's IT Director asks you if HP has a product that supports the complete FCAPS model. Which product would you discuss with the CEO?

- A. Software-Defined Networking (SDN)
- B. HP Intelligent Resilient Framework (IRF)
- C. HP Intelligent Management Center (IMC)
- D. HP FlexFabric product portfolio

Correct Answer: C

QUESTION 36

A company is concerned about employees connecting mobile devices to the network and introducing viruses and other malware. Which HP Intelligent Management Center (IMC) module would you suggest to protect the company network?

- A. Desktop Asset Manager (DAM)
- B. Network Access Control (NAC)
- C. Endpoint Admission Defense (EAD)
- D. Wireless Services Manager (WSM)

Correct Answer: C

QUESTION 37

What is a Key value differentiator of HP networks based on the majority of customers' needs?

- A. 10 percent less network complexity
- B. 2x the network scale in 24-48 hours
- C. Industry first 40Gb downlinks
- D. Increased reliance on company-provided devices

Correct Answer: A

QUESTION 38

How do HP networking solutions help customers who are interested in Software-Defined Networking (SDN)?

- A. HP Multi-Service Router (MSR) and HP 5400 zl switches already support many SDN applications on their service modules.
- B. HP has built several security, QoS, and routing SDN applications into its core data center switches and routers
- C. All HP FlexNetwork products have supported OpenFlow since the introduction of the standard in 2009.
- D. All lead core and distribution FlexFabric and FlexCampus switches are OpenFlow ready, as are many other HP products.

Correct Answer: A

QUESTION 39

Which services does the HP Lifetime Warranty 2.0 include? (Select two.)

- A. a designated personal Account Support Manager who identifies and schedules needed services
- B. complimentary software updates for as long as a product is owned, plus next-business day hardware replacements
- C. a hardware warranty that is free for the first three years of ownership and can then be renewed with a small yearly subscription fee.
- D. 24x7 phone support that is free for all HP customers regardless of their product package or company size
- E. up to three years of free remote support for all FlexCampus, FlexBranch, and small business clients

Correct Answer: DE

QUESTION 40

Which benefits does Wi-Fi Clear Connect provide customers? (Select two.)

- A. detects interference from Wi-Fi and non-Wi-Fi sources
- B. provides integrated wired and wireless Endpoint Admission Defense (EAD)
- C. detects rogue access points (APs)
- D. ensures clients with priority settings receive more RF transmission time
- E. allows companies to manage BYOD environments

Correct Answer: AE

QUESTION 41

A university wants to simplify their campus network and reduce latency. You recommend a two-tier network with HP Intelligent Resilient Framework (IRF) at the

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