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Exam : **HP2-Z27**

Title : **Selling HP Networking Solutions and Services**

Vendor : **HP**

Version : **DEMO**

NO.1 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: C

Explanation:

http://h17007.www1.hp.com/us/en/networking/solutions/datacenter/explore.aspx#.U_9tWs VdXp4

NO.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

NO.3 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 core. Which switches should you recommend for the core?

- A. HP 5800 Switch Series
- B. HP 8200 zl Switch Series
- C. HP 10500 Switch Series
- D. HP 12500 Switch Series

Answer: B

NO.4 HOTSPOT

Match each network requirement to the corresponding top IT initiative.

The network must support both real-time media and non-real time media.

Unified Communications & Collaboration (UC&C)
Data center consolidation
Embracing cloud computing
Unified Communications %26 Collaboration (UC%26C)

Companies need to increase WAN capability and also concentrate resources to save cost.

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Companies need to establish IT environments that are flexible, scalable, and secure.

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Answer:

The network must support both real-time media and non-real time media.

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NO.5 What is a feature of the HP FlexFabric Product Warranty?

- A. Scanning for problems before they occur, provided up to three years
- B. 24x7 phone support for three years
- C. Next business-day replacement for as long as the customer owns the product
- D. Software and operating system updates for as long as the customer owns the product

Answer: B

NO.6 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

Answer: A

Reference:http://h17007.www1.hp.com/docs/byod/faq_4AA4-5466ENW.pdf(page 1, What is the HP BYOD solution, second para)

NO.7 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

NO.8 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: D

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

NO.9 What is the recommended way to position an HP MultiService Mobility (MSM) 430 access point (AP) for branch wireless solutions?

A. As an alternative product for companies that need a lower cost wireless solution

B. As the lead product for small, medium, and large branches

C. As a lead product for small branches and an alternative product for large branches

D. As an alternative product for branches that require an AP that also provides a standalone guest portal

Answer: A

NO.10 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)

Answer: C