

HP Sales Certified HP2-Z27

Selling HP Networking Solutions and Services

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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)

Answer: B

Explanation:

Reference:

http://en.wikipedia.org/wiki/HP_FlexNetwork_Architecture(Last para of the page)

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

Answer: D

Explanation:

Reference:

<http://h17007.www1.hp.com/docs/interop/2013/4AA4-6499ENW.pdf>(product overview first sentence)

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

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.

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)

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)

Answer: D,E

Explanation:

Reference:

<http://www3.networktest.com/hpirf/hpirf1.pdf>

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.

Answer: D

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