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Exam : **HP2-Z22**

Title : Selling HP Network Solutions

Version : Demo

1.How does the fact that the business model is shifting to a more centralized and virtualized data center impact branch office networks?
A. Because businesses are shifting away from dedicated application servers running in the branch, branch office network management is radically simplified.
B. Branch office networks have very few security and compliance concerns because all company data is stored and backed up at a centralized location with targeted security.
C. Branch office networks may be farther from productivity-enhancing network resources than they used to be, creating delay when helping customers.
D. Because the data center is composed of high-performance network devices with next-generation traffic-prioritization capabilities, emerging voice and video applications will run with ease in today's branch offices.
Answer: D

2.A mid-sized business is seeking a networking solution, and the customer is concerned about how the components will work together from end to end now and in the future.
What message should the HP sales professional deliver.?
A. The customer must use the same vendor from end to end to ensure interoperability; HP provides servers, storage, and networking components.
B. The customer should implement open standards wherever possible, and certainly at the boundaries of each network segment to enable the company to select the best solutions for each segment and have them interoperate
C. The customer should commit to a single open-standard vendor, which implements with proven, best-in-industry solutions.
D. The customer should select solutions based on which provide the best proprietary protocols for the company's highest priority business needs.
Answer: B

3.What is a typical struggle for a company that has allowed its network management solution to grow organically?
A. The IT staff must use a diverse set of management tools that do not integrate with each other.
B. The company has been locked into a costly management solution as part of a package with a single vendor.
C. The company has a single management solution which does not fit the needs of some segments of the network.
D. The IT staff implement all configuration and management manually without the help of any management tools.
Answer: C

4.For campus LANs, Gartner predicts that one factor will push network capacity by as much as 10 times current levels. What is this factor?
A. applications hosted in private clouds
B. video
C. Voice over IP traffic
D. SANs

Answer: B

5.What is a primary disadvantage for companies that have committed to a single-vendor network?
A. The single-vendor network often fails to provide advanced solutions because proprietary technologies so often lag behind open-standard ones.
B. The components in the single-vendor network fail to interoperate with each other well because they use proprietary technologies.
C. The companies are limited in their future choice of services and solutions based on whether their choices work with that vendor's proprietary technologies.
D. The company cannot segment the network well, which makes it more difficult for network designers to implement an efficient, two-tier architecture.
Answer: C

6.Which product feature contributes to the exceptional switching performance of the FlexFabric portfolio for the mid-sized business?
A. The products for the mid-sized business provide low port density to simplify the network.
B. The products for the mid-sized business provide efficient packet buffering.
C. The products for the mid-sized business provide support for up to 40GbE at the access layer.
D. The products for the mid-sized business provide support for up to 150GbE at the core
Answer: C

7.Microsoft, Avaya, and Aastra provide what service through their HP AllianceONE partnership?
A. WAN acceleration for increased remote application performance
B. remote network management
C. reliable, unified communications
D. radio frequency (RF) vulnerability protection
Answer: C

8.Your customer is concerned that adding an 802.11n-compliant access point will overload the network infrastructure where the controller connects to the network. How would the HP optimized WLAN alleviate this concern?
A. The HP controllers support aggregated links, allowing you to increase bandwidth as needed to handle the added traffic generated by 802.11n wireless networks.
B. The HP controller can buffer the wireless traffic as needed so that it does not cause congestion on the wired network.
C. Each AP can forward traffic directly onto the wired network, so that the controller and its connection to the network do not become bottlenecks.
D. The HP controller supports quality of service (QoS) mechanisms, allowing you to prioritize delay-sensitive applications.
Answer: C

9.How many ports in a legacy three-tier network are typically used just to interconnect the switches?
A. one-quarter (1/4)
B. one-half (1/2)

C. two-thirds (2/3)
D. three-quarters (3/4)
Answer: B

10.The FlexNetwork architecture is tailored to the needs of which business size?
A. Small businesses
B. Small and mid-sized businesses
C. Mid-sized and large businesses
D. Small, mid-sized, and large businesses
Answer: D