Vendor: HP

Exam Code: HP2-Z22

Exam Name: 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