



**Vendor:** HP

**Exam Code:** HP2-Z23

**Exam Name:** Selling HP Enterprise Networking Solutions

**Version:** DEMO

**QUESTION 1**

Which three adjectives describe networks built on HP FlexNetwork solutions? (Select three.)

- A. Proprietary
- B. Complex
- C. Open
- D. Agile
- E. Rigid
- F. Scalable

**Answer:** BCE

**QUESTION 2**

How many users comprise a large enterprise network?

- A. 500 or more
- B. 1,000 or more
- C. 5,000 or more
- D. 10,000 or more

**Answer:** B

**QUESTION 3**

In 2011, nearly \$9 billion in Cisco networking equipment was approaching end of life or service. Which statement is true of customers with this aging Cisco hardware in their infrastructure?

- A. In this economy, very few customers are looking to upgrade their networks despite the fact that their aging Cisco infrastructure lacks both agility and scalability.
- B. The majority of these Cisco customers have already purchased new Cisco products or products from competing vendors. There is still an opportunity here to sell these customers on HP FlexNetwork solutions, but the timing is not ideal.
- C. These Cisco customers know that upgrading to new Cisco equipment from legacy Cisco equipment is always going to be easier than switching to a new vendor for network infrastructure services. You will need to give them very good reasons to introduce HP into their infrastructure.
- D. Now is a great time to introduce these Cisco customers to HP FlexNetwork solutions. Because they will need to upgrade soon, they may already be considering introducing a replacement or secondary networking vendor into their infrastructure.

**Answer:** D

**QUESTION 4**

HP Dynamic VPN (DVPN) is supported on which HP FlexNetwork product series? (Select two.)

- A. HP MSR Router Series
- B. HP 3800 Router Series
- C. HP 5400 Router Series
- D. HP 6600 Switch Series
- E. HP 8800 zl Switch Series

**Answer:** AD

**QUESTION 5**

Which statements are true of the HP MSM720 Wireless Controller? (Select two.)

- A. It offers a premium package license option that includes Layer 3 mobility services and controller teaming support, providing network resiliency for smaller environments such as branch offices.
- B. It supports up to 10 APs, with a 10-AP upgrade option available for affordable scalability.
- C. It can support deployments of 40 APs, and up to 800 APs when controller teaming is deployed.
- D. Up to five MSM720s can be configured as a controller team.
- E. It provides comprehensive automated workflows that simplify the configuration of WLAN services.

**Answer:** BE