

**HP HP2-Z36**

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**HP HP2-Z36**

**Selling HP Enterprise Networking Solutions and Services**

**Version 4.0**

## Exam A

### QUESTION 1

What is a key value of HP's strategy for Software-defined Networking (SDN)?

- A. HP has avoided combining SDN and Network Functions Virtualization (NFV) in its solutions.
- B. HP has created an open marketplace for best-in-industry SDN applications developed by HP and by third-party vendors.
- C. HP has seen the flaws in open standard-based SDN solutions and developed a unique propriety SPN solution.
- D. HP is committed to developing all SDN applications that customers need so that customers can avoid third-party solutions.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h17007.www1.hp.com/docs/networking/datacenter/4AA5-1865ENW-Discover-FAQ.PDF>

### QUESTION 2

A customer needs to automate the network environment and speed deployment of services. How do HP networking solutions help?

- A. The HP networking portfolio consists entirely of modular switches, and each switch supports a special management module.
- B. The HP networking portfolio consists of unmanaged infrastructure devices.
- C. HP Intelligent Management Center (IMC) provides end-to-end orchestration to accelerate service delivery.
- D. The HP Limited Lifetime Warranty includes network management and service deployment services.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h17007.www1.hp.com/IN/en/networking/products/switches/portfolio.aspx>

### QUESTION 3

What is a common challenge that customers face in modern networks?

- A. the need to move away from mobility solutions and focus on wired-only network solutions
- B. the need to prevent administrators from using automation tools to manage the network
- C. the need for more network layers and levels of hierarchy to data center networks
- D. the need to increase bandwidth and to decrease latency to accommodate modern applications

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

## QUESTION 4

What does HP Data Privacy Services allow you to do?

- A. Provide a comprehensive security audit to detect weaknesses that can be exploited by hackers.
- B. Design a Bring Your Own Device (BYOD) solution that meets with regulatory compliance.
- C. Erase data from retired servers and storage arrays in compliance with government regulation.
- D. Design a security solution for protecting data centers from advanced malware threats.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/v2/getpdf.aspx/5981-7572EN.pdf?ver=1.0>

## QUESTION 5

A customer has users who are connecting their smartphones to the network. The customer wants a secure and simple way to on-board these devices and then monitor how the devices are using the network. What do you know from this scenario?

- A. The customer needs to move to a pure Software-defined Networking (SDN) Solution.
- B. The customer needs to move toward cloud services.
- C. The customer needs to segment wired and wireless networking
- D. The customer needs a Bring Your Own Device (BYOD) solution

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

## QUESTION 6

Which is most likely to be a primary concern for a CEO?

- A. Coordinating the efforts of IT security and regulatory compliance auditors
- B. Managing the network from a single pane of glass solution
- C. Gaining expertise in cutting-edge technologies such as software-defined networking (SDN)
- D. Ensuring that company, including its IT resources, is agile enough to meet the market's changing needs

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA4-0791ENW.pdf>

#### **QUESTION 7**

What value does the HP SDN Software Development Kit (SDK) provide?

- A. It helps companies update their HP switches and routers so that they can become part of an HP SDN solution.
- B. It allows companies to develop SDN apps for HP SDN solutions, making more innovations available to HP customers.
- C. It enables companies to develop alternative technologies to OpenFlow, which is not supported on most HP switches.
- D. It enables customers to develop their own SDN marketplace, which links to the HP marketplace.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://www8.hp.com/us/en/hp-news/press-release.html?id=1167290>

#### **QUESTION 8**

A customer is considering a software-defined networking (SDN) solution so that the company can quickly deploy innovative networking applications. What is a value of the HP Virtual Application Networks (VAN) SDN Controller for this customer?

- A. The controller saves the company money by making it unnecessary to deploy switch hardware
- B. The controller eliminates the need for a single pane of glass management application.
- C. The controller protects customer choice in innovations by supporting third-party SDN apps.
- D. The controller is designed specifically for multi-tenant customer environments.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <http://h17007.www1.hp.com/docs/networking/solutions/sdn/4AA4-8807ENW.PDF>

**QUESTION 9****Scenario**

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab.

The Brownlow CIO is concerned about securing the company's data center. Which HP Solution(s) will help Brownlow protect the perimeter and traffic within the network?

- A. HP Network Optimizer SDN Application
- B. HP TippingPoint solutions and VPN Firewall modules
- C. HP Virtual Cloud Networking (VCN) SDN Application
- D. HP Virtual Application Networks (VAN) Connection Manager

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 10****Scenario**

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab

The CIO mentions that Brownlow is considering expanding to yet another data center for disaster recovery. What is a key value of an HP data center networking solution for this customer initiative?

- A. HP technologies help companies implement disaster recovery in a single data center, so the expansion will not be necessary.
- B. HP helps the customer to create different siloes at each data center, focusing one data center on storage and one on servers.
- C. HP data center solutions dramatically decrease the time and complexity for interconnecting the data centers.
- D. HP data center products are cheap, less than half the cost of competing products, so Brownlow can purchase twice as much equipment.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/v2/GetPDF.aspx%2F4AA3-8318ENW.pdf>

## QUESTION 11

Scenario

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab.

Based on Brownlow's need for high availability, which value of HP data center networking solutions should you explain?

- A. An HP Unified Communications (UC) solution is more reliable than a Microsoft Lync UC solution.
- B. HP does not include Software-defined Networking (SDN) support in its routers so that the routers will be more reliable
- C. HP data center routers offer carrier-level reliability, providing millisecond level failover.
- D. HP offers a Lifetime Warranty for its products, ensuring hardware replacements for failed components arrive within three business days.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:[http://www8.hp.com/us/en/privacy/limited\\_warranty.html](http://www8.hp.com/us/en/privacy/limited_warranty.html)

## QUESTION 12

Forrester, a leading analyst, calls HP a strong performer in data center networking solutions. What should you tell customers that Forrester says about HP Networking Data Center Solutions'?

- A. HP simplifies and orchestrates the network, lowering TCO and providing faster service delivery.
- B. HP has developed four separate switching architectures in the last five years, and the newest one is the strongest.
- C. HP concentrates on developing complex, new hardware technologies, which make the products more valuable
- D. HP is the only market leader in data center networking solutions, so it is the only clear choice.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-6008ENW.pdf>

## QUESTION 13

Scenario

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab.

The Brownlow CIO explains that the company will begin hosting some new customer services. To comply with regulations, the CIO needs to set up a secure multi-tenant environment in the data center. What is a value of an HP data center networking solution for this customer initiative?

- A. HP data center solutions can isolate multi-tenant traffic securely and provide up to 75 percent reduction in devices and cost.
- B. HP offers different management solutions for different networking products, making HP ideal for a multi-tenant environment.
- C. HP partners with VMware to ensure that network administrators cannot monitor sensitive virtual traffic.
- D. HP data center solutions help companies to make their processes more manual, which makes the processes easier to audit for regulatory compliance

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Reference:<http://h17007.www1.hp.com/docs/networking/datacenter/4AA5-1865ENW-Discover-FAQ.PDF>

## **QUESTION 14**

Scenario

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab

The Brownlow network architect indicates that the company needs aggregation layer switches for a three-tier enterprise data center topology. What value of HP solutions is relevant for this situation?



- A. HP emphasizes a hierarchical architecture, in which admins manage each layer of the network as a separate silo.
- B. HP offers advanced solutions for Bring Your Own Device (BYOD) environments like the Brownlow Communications' data center.
- C. HP offers the first aggregation layer switches with mature virtualization technologies, making the data center simpler and more agile.
- D. HP only offers three-tier topologies. It does not offer any one- or two-tier topology solutions because these are not suited for enterprise customers.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 15**

What is a benefit of HP Intelligent Management Center (IMC) for a large enterprise campus environment?

- A. IMC makes the network more resilient, simple to design, and easy to manage by virtualizing network devices.
- B. IMC provides unified management for the complete network infrastructure, including a multi-vendor environment.
- C. IMC uses software-defined networking (SDN) to enhance performance for voice and video applications.
- D. IMC isolates campus network management from data center management to simplify operations.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h17007.www1.hp.com/docs/mark/4AA3-4496ENW.pdf>

#### **QUESTION 16**

Which benefit does HP Intelligent Resilient Framework (IRF) bring to the campus LAN?

- A. It enables the network infrastructure to adapt intelligently to converged Ethernet and storage traffic.
- B. It provides a unified framework for controlling wired and wireless users.
- C. It works with HP Intelligent Management Center (IMC) to provide insight into network traffic flows.
- D. It enhances resiliency while simplifying network design and management.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:[http://h17007.www1.hp.com/us/en/networking/products/network-management/IMC\\_NTA\\_Software/index.aspx](http://h17007.www1.hp.com/us/en/networking/products/network-management/IMC_NTA_Software/index.aspx)

#### QUESTION 17

What is an appropriate place for an HP 3800 Switch Series switch in a large enterprise campus network?

- A. the access layer
- B. the core
- C. the wireless control layer
- D. the aggregation layer

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/v2/getpdf.aspx/4AA5-7121ENW.pdf?ver=1.0>

#### QUESTION 18

Scenario

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab.

You are proposing an HP campus wireless solution, including an HP 10500/7500 Unified Wired- WLAN Module, to Brownlow. The customer is also considering a Cisco solution. What advantage of the HP solution should you explain?

- A. The HP wireless solution scales for larger deployments so that Brownlow can expand without costly upgrades.
- B. The HP wireless solution is better segregated from the wired solution than the Cisco solution.
- C. The HP wireless solution allows Brownlow to purchase licenses to add advanced wireless security features.

D. The HP wireless solution is optimized for a wireless-only environment, which will best suit Brownlows needs

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h10120.www1.hp.com/expertone/datacard/Exam/HP0-Y51>

## QUESTION 19

Which role do HP campus networking switches play in a comprehensive solution for Microsoft Lync/Skype for Business?

- A. These switches can host IMC modules that enhance performance for the solution.
- B. These switches provide quality of service (QoS) for time-sensitive Unified Communications (UC) traffic.
- C. These switches can host HP Software-defined Networking (SDN) applications for the solution.
- D. These switches support the TRILL technology that is required for Lync solutions.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h17007.www1.hp.com/in/en/solutions/technology/van/index.aspx>

## QUESTION 20

Which HP solution provides real-time threat protection for a Bring Your Own Device (BYOD) environment?

- A. HP Network Protector SDN Application
- B. HP Network Traffic Analyzer (NTA)
- C. HP Network Optimizer SDN Application
- D. HP Auto Discover Virtual Private Network (ADVPN)

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

## QUESTION 21

You are proposing HP 3800 Switch Series switches to a customer, and you want to explain the business benefits of these switches. What is a valid

statement?

- A. These switches are easy to manage because they do not offer Layer 3 features or OpenFlow support.
- B. These switches make it easy for IT admins to deploy plug-and-play services, such as virtualized machines (VMs). to branch offices.
- C. These switches make the network simpler, more scalable, and more resilient by using features such as stacking.
- D. These switches enable the data center core to scale twice as much as competing vendor products.

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

## **QUESTION 22**

Scenario

Brownlow Communications Is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab.

You are proposing an HP campus networking solution for Brownlow Communications How does this solution help Brownlow meet its goals for Bring Your Own Device (BYOD)?

- A. An HP BYOD solution replaces automated processes with manual ones so that IT staff can monitor the processes more closely.
- B. HP offers different management solutions for wired and wireless networks, which helps to establish better isolation and security.
- C. An HP BYOD solution makes it easy for IT to implement identity-based control and monitoring.
- D. HP campus networking solutions ensure that network administrators manually perform all set up on all user devices.

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Reference:<http://www8.hp.com/us/en/networking/byod/>

### **QUESTION 23**

Scenario

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab.

What is a key value of HP wireless solutions for this customer?

- A. They ensure that network administrators manually perform all set up on all mobile devices.
- B. They always operate as autonomous devices, without a controller, which makes them easier to manage.
- C. They support the latest wireless technologies to provide high performance for multimedia applications.
- D. They are pre-programmed to block multimedia applications to ensure adequate performance for other applications.

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

### **QUESTION 24**

Scenario

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Refer to the scenario tab.

How does the HP Network Optimizer Software-defined Networking (SDN) Application benefit Brownlow?

- A. It can automate network processes for a data center or cloud environment.
- B. It can automate device management for a Bring Your Own Device (BYOD) environment.
- C. It can monitor for malware and other threats and make the IT environment more secure.
- D. It can reduce complexity and enhance performance for a Microsoft Lync/Skype for Business solution.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

## QUESTION 25

Scenario

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab.

You are proposing an HP branch networking solution to this customer. How can you describe the value of this solution for helping Brownlow meet its goals?

- A. The HP branch solution makes it easy for the company to deploy virtual services at new branches.
- B. HHP is recognized by customers for its many different branch management tools and interfaces. The HP branch solution does not include support for software-defined networking (SDN), so it is cost-effective.
- C. HP is recognized by customers for creating rigid siloes for branch office network infrastructure, servers, and storage.

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

Reference: [http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-4714ENW.pdf?jumpid=em\\_r1165\\_ww/en/large/eg/RelatedLink/Virtual\\_Application\\_Networks\\_Overview\\_FAQ\\_s/resourcefinder/Jan\\_2013](http://h20195.www2.hp.com/V2/GetPDF.aspx/4AA4-4714ENW.pdf?jumpid=em_r1165_ww/en/large/eg/RelatedLink/Virtual_Application_Networks_Overview_FAQ_s/resourcefinder/Jan_2013)

## **QUESTION 26**

Scenario

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab.

You are proposing an HP branch networking solution, including HP Intelligent Management Center (IMC), to Brownlow. How does this solution help Brownlow meet its goals?

- A. This HP solution helps the company to segregate wired branch management from wireless branch management.
- B. This HP solution provides fast and simple, zero-touch secure connections between new branch offices and the headquarters.
- C. This HP solution helps the company to move all centralized data center services to individual branches.
- D. This HP solution features two management solutions--one dedicated to the data center and one dedicated to the branch offices.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h17007.www1.hp.com/docs/mark/4AA0-9231ENW.pdf>

#### **QUESTION 27**

You are meeting with a customer who has a rapidly expanding company. The company has 30 branch sites and plans to acquire several more in the near future. What is one benefit of an HP networking solution for this customer?

- A. HP Virtual Application Networks (VAN) Connection Manager makes it simple to deploy new branch office networks.
- B. HP offers specialized management solution for branch networking, separate from its data center and campus management solutions.
- C. HP focuses on branch networking over campus and data center, so its solutions are optimized for this company's needs.
- D. HP provides a standard blueprint, or reference architecture, for branch office networks which scale from small to large.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h17007.www1.hp.com/in/en/networking/solutions/flexnetwork/index.aspx>

#### **QUESTION 28**

Scenario

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

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Refer to the scenario tab.

You are proposing an HP branch networking solution to Brownlow. The customer is also considering a Cisco solution. What advantage of an HP branch networking should you explain?



- A. HP separates wired, wireless, branch, and data center management in many different solutions, as most IT admins demand.
- B. HP has the largest networking portfolio of any vendor, so Brownlow is probably already using HP switches.
- C. HP provides simple, scalable solutions that are Software-defined Networking (SDN)- ready.
- D. HP offers low-cost branch solutions with lower performance, but customers do not care about performance at branch offices.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h20195.www2.hp.com/v2/getpdf.aspx/4aa3-4496enw.pdf>

#### **QUESTION 29**

Which HP switch series is positioned for a small branch network?

- A. HP 5900
- B. HP 7900
- C. HP 2920
- D. HP 5700

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 30**

Scenario

Brownlow Communications is an enterprise that has been expanding rapidly by acquiring a number of smaller agencies. As a result of these acquisitions, the company has several data centers, which are managed separately. Both the data center and campus networks are out-of-date and preventing the company from achieving its goals. The company is looking for a network refresh that will:

- Make It easier and faster to deploy new applications In the virtualized data centers
- Help the company to innovate and implement new business initiatives now and in the future, without constant major upgrades
- Ensure that services are always available for employees and customers; critical data center applications, in particular, should experience minimal downtime
- Support security initiatives and regulatory compliance
- Improve performance for. and decrease user complaints about, the company's Microsoft Lync solution and other multimedia applications
- Enable users to connect their own devices to the network without burdening IT staff or introducing security issues

- Make it simpler for the company to expand to new branches and to handle new acquisitions

Refer to the scenario tab.

Which benefit is most likely to be compelling to the Brownlow CIO?

- A. Services include courses, which are designed to train CIOs to use HP management solutions.
- B. The solution enables admins to use manual processes, so the CIO can take a more hands-on approach.
- C. The solution can scale well while keeping management and maintenance costs low.
- D. The management interface for the solution looks like an interface with which you are already familiar.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference: <http://h30499.www3.hp.com/t5/HP-ExpertOne-Certification-Blog/29-HP-ExpertOne-Training-Classes-to-choose-from-at-HP-Discover/ba-p/6446268>

## QUESTION 31

What is a key value of HP branch networking switches such as the 5400R and 2920 Switch Series?

- A. They support OpenFlow, so they are software-defined networking (SDN) ready.
- B. They both provide an all-in-one solution for branch access by acting as wireless access points (APs) as well as switches.
- C. They support a complete Bring Your Own Device (BYOD) solution without the need for additional components.
- D. They provide simplified establishment of secure tunnels to the company headquarters.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

## QUESTION 32

Which value does Auto Discover Virtual Private Network (ADVPN) provide?

- A. Automated overlay connections between virtual machines (VMs) across a data center
- B. Regulatory compliance for mobile devices connected to a corporate network
- C. Simpler establishment of IPsec tunnels between branches and headquarters

D. Seamless and secure on-boarding for user devices using IPsec tunnels

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### **QUESTION 33**

What is an HP branch product that supports modules for hosting virtualized services?

- A. HP MultiService Router (MSR) 4000
- B. HP 2920 Switch
- C. HP 3800 Switch
- D. HP 830 Unified Wired-Wireless Switch

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h17007.www1.hp.com/docs/allianceone/4AA3-7177ENW.pdf>

### **QUESTION 34**

How does the HP ServiceOne program expand your company's business?

- A. It qualifies your company to receive referrals for selling HP Technology Services to new customers
- B. It allows you to deliver HP Technology Services that other partners sell to their customers.
- C. It provides recurring revenue streams because your company delivers the HP Services it sells.
- D. It qualifies your company to deliver the services sold by another partner

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

Reference:<http://h21007.www2.hp.com/portal/site/dspp/menuitem.863c3e4cbcdc3f3515b49c108973a801/?ciid=7beef9b4eacf8210VgnVCM100000a360ea10RCRD>

### **QUESTION 35**

Many companies want to implement Unified Communications (UC) solutions. What can help ease the adoption of the UC solution?

- A. IT staff give users the freedom to use their own devices and to respond to their own issues as they desire.
- B. IT staff creates an entirely separate network infrastructure that is specialized for the UC solution
- C. The networking solution implemented the performance and traffic management required for delay-sensitive traffic.
- D. The networking solution implemented the performance and traffic management required for delay-sensitive traffic.
- E. The UC solution is deployed as gradually as possible so that users do not notice the change.

**Correct Answer:** E

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 36**

What is a common IT trend today?

- A. Most companies no longer prioritize green IT; they are interested in obtaining the most powerful solutions possible regardless of power and cooling costs.
- B. Many companies have limited IT staff and budget, but they will find budget for IT projects that help the company to achieve business goals.
- C. Most companies are allocating increasing IT budget toward infrastructure resources, so one should focus on selling products, not solutions and services.
- D. Many companies are focused on the IT budget for the short term; they are looking for quick fixes and are less interested in future proofing.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 37**

What is a key value of the HP FlexNetwork Architecture?

- A. It provides agility so that companies can deliver network services with the speed that users demand.
- B. It helps IT staff develop their technical expertise and knowledge base.
- C. It provides consistency with a single product series that works in the data center, main campus, and branch offices.
- D. It helps customers redirect investments toward building and maintaining critical core infrastructure.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**