



**Vendor:** HP

**Exam Code:** HP2-Z22

**Exam Name:** Selling HP Network Solutions

**Version:** DEMO

### QUESTION 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 little 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: A**

#### **Explanation:**

The main benefits of virtualization in the branch office include:

- \* Lower infrastructure and operating costs
- \* Less application downtime and faster response time and failure recovery time
- \* Faster time to deployment for applications

In summary, branch-office server virtualization increases the speed of application deployment, improves application uptime and performance guarantees, and reduces equipment and operating costs.

In summary, the capability to copy and restore the entire state of a virtual server to a specific point in time improves the speed of recovery after a server failure, speeds up the migration process to new server hardware, and helps enable faster rollback to a fail-safe state in case of an unstable application.

Note: Branch-office infrastructure has always been a source of challenge for IT departments. Some of these are specific to the company's line of business, and others cut across all industries. The cost of deploying new applications to remote locations, the impact of insufficient environmental controls on equipment, security and regulatory compliance constraints, the performance of centralized applications, and support for critical uptime requirements are just a few examples. Further, the challenges increase as the number of branch offices grows. According to a 2010 study by the Internet Research Group (IRG), in the past decade the number of branch offices in the United States has grown by 21 percent.<sup>2</sup> Although no one product or technology can cure all of the current branch office headaches, server virtualization does address some of the most difficult issues.

### QUESTION 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**

**Explanation:**

With an open, standards-based solution, enterprises can migrate their networks from legacy architectures to advanced architectures so they can meet contemporary business challenges, including cloud computing, federated applications, virtual machine mobility, high-performance mobile access, multimedia and video. Customers can choose best-in-class solutions that will meet their business needs. Using open, industry-standard protocol implementations mitigates the risk and cost of change when the network needs to adapt to new business requirements. And using open networks will make it simpler for enterprises move their applications to public and private cloud services.

Reference: FlexNetwork Architecture

<http://h17007.www1.hp.com/docs/mark/FlexNetworkBrochure.pdf> (page 4, first paragraph)

**QUESTION 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 implements all configuration and management manually without the help of any management tools.

**Answer: A**

**Explanation:**

A large network might begin as a homogenous environment. Switches, routers, servers, and wireless access points can all be from the same vendor and use the same network management software. But as the network expands, it can get equipment from a variety of manufacturers--each with its own set of network management tools. single manufacturer might even have multiple versions of its network management software. It's this increasing network management complexity that bogs down IT. A network manager may need to be proficient with several different management tools to keep the enterprise up and running reliably.

Reference: HP Intelligent Management Center Extended APIs (eAPIs), Business White Paper, Network management complexity

**QUESTION 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**

**Explanation:**

Explanation: New video applications will push network capacity needs by four to 10 times above current average levels.

Reference: Gartner, Inc., "Hype Cycle for Networking and Communications" August 2010.

Reference: FlexNetwork Architecture

<http://h17007.www1.hp.com/docs/mark/FlexNetworkBrochure.pdf> (page 2, 5th paragraph, last two lines)

### QUESTION 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: D**

**Explanation:**

Industry analysts predict that these trends--service-oriented architectures, server virtualization, video and collaboration, and widespread mobility--will bring a legacy network to a breaking point if proactive steps are not taken to prepare. According to Gartner, businesses that don't segment their network infrastructure will suffer higher costs and increased vendor lock-in.

With this segmentation of functional building blocks, businesses can choose best-in-class solutions that fit their needs, rather than being locked into a one-size-fits-all solution. By using standard protocols at the boundaries, businesses can enable interoperability among the network segments and gain both agility and scale.

Reference: FlexNetwork Architecture

Reference: Gartner, Inc., "Clients That Don't Segment Their Network Infrastructure Will Have Higher Costs and Increased Vendor Lock-in," Tim Zimmerman, 15 March 2011.

### QUESTION 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**

**Explanation:**

The HP 5900 Switch Series is a family of high-density 10 GbE ultra-low latency top-of-rack (ToR) switches. The 5900 series is part of the HP FlexFabric solution module of the HP FlexNetwork architecture. The 5900 switch is ideally suited for deployment at the server access layer of large enterprise data centers and is also designed for deployment at the data center core layer of medium-sized enterprises. With the increase in virtualized applications and server-to-server traffic, customers now require ToR switch innovations that will meet their needs for higher-performance server connectivity, convergence of Ethernet and storage traffic, the capability to handle virtual environments, and ultra-low latency all in a single device.

Note: The HP 5900 Switch Series is a family of high-density 10GbE and ultra-low-latency top-of-rack (ToR) switches, ideally suited for deployment at the server access layer in large enterprise data centers. Cut-through design for ultra-low 10 GbE latency HP IRF for virtualization/two-tier architecture High 10 GbE ToR port density with 40 GbE uplink IPv6 support in ToR with full L2/L3 features Convergence ready for DCB and FCoE

Reference: QuickSpecs, HP 5900 Switch Series

[http://h18004.www1.hp.com/products/quickspecs/14252\\_div/14252\\_div.pdf](http://h18004.www1.hp.com/products/quickspecs/14252_div/14252_div.pdf)

**QUESTION 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**

**QUESTION 8**

A customer wants to migrate a company's three-tier architecture to a two-tier architecture. Which technology would you recommend to flatten the network architecture?

- A. Virtual Connect
- B. Virtual Private LAN Service
- C. Intelligent Resilient Framework
- D. Service-Oriented Architecture

**Answer: C**

**QUESTION 9**

If your mid-sized business customer is looking for just one product to deliver all the services the company needs in a branch, which HP solution would you suggest?

- A. HP 6600 Router Series
- B. HP 8800 Router Series
- C. HP MSR20 Router Series
- D. HP 5400 zl Switch Series

**Answer: C**

**QUESTION 10**

Which switch series are 10/100 alternatives to the 2910 all in the small branch? (Select two.)

- A. HP 1810
- B. HP 1905
- C. HP 2510
- D. HP 2620
- E. HP 3500

**Answer: AC**

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