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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: C, D, F

Reference:

[http://h17007.www1.hp.com/us/en/solutions/flexnetwork/index.aspx\(benefits of HP flexnetwork architecture\)](http://h17007.www1.hp.com/us/en/solutions/flexnetwork/index.aspx(benefits_of_HP_flexnetwork_architecture))

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

Reference:

<http://www.networkworld.com/news/2011/080111-hp-catalyst-program.html>

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: A, D

Reference:

[http://h17007.www1.hp.com/tw/en/solutions/technology/dvpn/index.aspx\(second paragraph\)](http://h17007.www1.hp.com/tw/en/solutions/technology/dvpn/index.aspx(second paragraph))

QUESTION: 5

Which HP technology enables enterprises to securely connect thousands of branch offices, campuses, and data centers with standards-based IPsec encryption while significantly reducing manual configuration of IPsec tunnels?

- A. HP Intelligent Management Center (IMC)
- B. HP Dynamic Virtual Private Network (DVPN)
- C. HP Advanced Services zl Module with VMware vSphere
- D. HP Intelligent Resilient Framework (IRF)

Answer: B

Reference:

[http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA3-9066ENW.pdf\(page 2\)](http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA3-9066ENW.pdf(page 2))

QUESTION: 6

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: B, E

QUESTION: 7

A sales consultant has a lead with a bank, which needs a refresh for its networking solution at its branches. The bank has 30 branch offices, each of which needs to support between 10 and 50 users. The bank is interested in deploying a Voice over IP (VoIP) solution as part of the refresh. What key benefit does an HP FlexBranch solution provide for this customer's VoIP needs?

- A. The high throughput of HP devices provides the high bandwidth required by VoIP phones.
- B. Best-in-industry efficiency in HP switches offsets the high energy demands of VoIP phones.
- C. An integrated VoIP accelerator integrated in a router at the network core improves performance.
- D. Support for LLDP-MED simplifies deployment and management of VoIP phones.

Answer: B

QUESTION: 8

When sales consultants pursue a lead, they should check the most current HP FlexNetwork sales guides to evaluate whether an HP solution is a good fit. What should the consultants do if they match a customer lead to a characteristic in the grey zone of the green zone/red zone qualification table?

- A. Reject the lead.
- B. Evaluate carefully whether the HP solution can meet the customer's need.

- C. Contact the HP design solution center to determine whether the HP solution can meet the need.
- D. Refer all grey-zone leads to HP Financial Services.

Answer: B

QUESTION: 9

A sales professional has four leads for selling HP FlexBranch solutions. Based on the HP FlexBranch green zone/red zone qualification table shown here, the professional should consult HP Technology Services before pursuing which lead?

	PURSUE	CAUTION	CONSULTS
Verticals	Education, State/Local Government, Retail, Banking, Manufacturing, Healthcare	Telco/Branch CPE*, National/Federal orgs (FPI/CC)	Mining/Energy
Applications	UC/VoIP, Scalability, local DNS/DHCP/Time Server, Security, PoE of Purchase	Large-scale Video Surveillance (extremely large multi-cat streams), Proprietary/Non-standard	
IT Initiative	DC Consolidation, Branch Consolidation, UC/VoIP rollout, WAN Refresh	UC/VoIP dependent w/Geo-ISE incumbent	Residential Broadband
Cloud dependence	Highly dependent on IaaS or Hybrid Public/Private Cloud	Most apps local in branch	No central apps needed
Environment	Indoor air conditioned	Very shallow closets	Outdoor/hot/dry
Unique features	Integrated Services, Green Infrastructure/TEE	Data Encryption/MACSec	
IT org. structure	Centralized decisions and deployment		Autonomous/distributed

* Sell-through/resell of HP switches/routers by service providers for provider-deployed & managed customer premises equipment - CPE - verify if we satisfy all the requirements

- A. a car manufacturer
- B. a healthcare provider
- C. a mining corporation
- D. a for-profit university

Answer: C

QUESTION: 10

A sales consultant is discussing an HP FlexBranch solution with the CIO of a bank that has hundreds of branches with thirty or fewer devices each. The CIO emphasizes simplicity of management and deployment and expresses interest in a competitor's one-box branch solution. What can the sales consultant explain about a branch solution based on HP 5400 zl switches?

- A. These switches are one-box solutions that provide all the capabilities of competitors' one-box solutions.
- B. The customer can purchase an integrated routing module that transforms these switches into feature-rich one-box solutions.

C. While these switches do not provide the most advanced capabilities of some competing one-box solutions, they are one-box solutions that provide simple management for the features that customers need.

D. Although a second device is required for WAN routing, the HP two-box solution offers many features, simpler management, and simpler licensing than competing one-box solutions.

Answer: A

Reference:

<http://h20195.www2.hp.com/v2/GetPDF.aspx/4AA3-7120ENW.pdf>(page 2)

QUESTION: 11

A sales consultant is creating an HP FlexBranch solution proposal that includes wireless products for a healthcare company. The consultant plans to propose the HP Predictive Wireless Site Survey Care Pack for this customer. The consultant is now trying to decide whether to suggest the HP Wireless LAN Design Service as well. What would be one reason for adding that service?

A. The HP Wireless LAN Design Service provides the on-site survey that might be important for planning RF coverage for a hospital.

B. The HP Wireless LAN Design Service provides an RF plan for multiple sites with multiple floor plans.

C. The HP Wireless LAN Design Service could plan quality of service (QoS) for healthcare applications that require special handling.

D. The HP Wireless LAN Design Service provides RF planning for wireless IDS/IPS services, which can be important for a company that must comply with regulations.

Answer: B

QUESTION: 12

A sales consultant has a lead with a retail company. The company has seventy outlets, each of which needs to support between 20 and 30 devices, including workstations and point of sale (POS) devices. All of the outlets connect to a central data center over virtual private network (VPN) connections. Which HP series of routers best meet the company's needs for the outlets?

A. HP 6600

B. HP 8800

C. HP MSR20

D. HP MSM900

Answer: C

QUESTION: 13

Which HP sales resource offers lifecycle support from planning and deployment through integration, management and evolution?

- A. HP Education Services
- B. HP storage Services
- C. HP Technology Services
- D. EMEA Network Design Center or comparable regional HP design support center

Answer: B

Reference:

http://h18000.www1.hp.com/products/quickspecs/13552_na/13552_na.HTML(What HP storage technology services can do for you)

QUESTION: 14

A sales consultant has selected HP products for an HP FlexBranch solution. The consultant now wishes to select recommended care packs for those specific products. Which HP tool can provide this information?

- A. HP FlexBranch sales playbook
- B. HP Networking Online Configurator
- C. HP FlexBranch green zone/red zone sales guide
- D. HP Demo Portal

Answer: A

QUESTION: 15

One of the characteristics that can help a sales consultant determine if a customer is a hot lead for an HP FlexBranch solution is the customer's dependence on the cloud. According to the HP FlexBranch green zone/red zone qualification table shown here, which customer opportunity represents the hottest lead?

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