

# HP

## Exam HP2-Z36

### Selling HP Enterprise Networking Solutions and Services

Version: 6.0

[ Total Questions: 50 ]

**Question No : 1**

## 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 Both the data center and campus networks are out-of-date and preventing the company from achieving its goals.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.

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

**Answer: B**

Reference:

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

**Question No : 2**

Scenario

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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.

**Answer: A**

Reference:

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

**Question No : 3**

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.

**Answer: C**

Reference:

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

**Question No : 4**

Scenario

## HP HP2-Z36 : Practice Test

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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.

**Answer: B**

Reference:

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

**Question No : 5**

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

**Answer: B**

Reference:

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

**Question No : 6**

A customer wants to implement cloud solutions but is concerned about the risks. Which HP Technology Service would you recommend to help the customers begin to implement cloud and scale at its own pace?

- A. Proactive Care
- B. Proactive Care Advanced
- C. Flexible Capacity for Channel
- D. Foundation Care

**Answer: D**

**Question No : 7**

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'?