



Delta - Selling HP Networking Solutions and Services

Version: 6.0

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Question No: 1

For which scenario should you recommend HP Virtual Cloud Networking (VCN) to a customer?

- **A.** The customer wants to configure and monitor virtual machines (VMs) in a cloud implementation.
- **B.** The customer needs a way to orchestrate network connectivity for virtual machines (VMs) in a cloud solution.
- **C.** The customer wants to manage Layer 2 connectivity across multiple data centers that provide the infrastructure for a cloud solution.
- **D.** The customer needs to manage Intelligent Management Framework (IRF) virtual devices in a one- or two-tier network architecture.

Answer: D
Reference:

http://www.hp.com/hpinfo/newsroom/press_kits/2012/convergedcloud2012/HPN_FlexFabric_Whitepaper.pdf

Question No: 2

A customer is planning to set up virtual private network (VPN) tunnels across the Internet to connect branch offices.

Which benefit of HP FlexBranch solutions should you emphasize for this business need?

- **A.** HP 2920 Series switches support accelerated encryption to enhance VPN security from end-to-end.
- **B.** HP MultiService Mobility (MSM) APs support 802.11ac encryption techniques to secure VPN traffic into the wireless environment.
- **C.** HP 5400R zl switches support virtualized service modules, which can host a variety of third-party security solutions at no additional cost.
- **D.** HP MultiService Routers (MSRs) support HP Auto Discovery VPN (ADPVN) to simplify the establishment of these tunnels.

Answer: B

Reference:

http://www8.hp.com/h20195/v2/GetPDF.aspx/c04111705.pdf