



**Vendor:** HP

**Exam Code:** HP2-Z36

**Exam Name:** Selling HP Enterprise Networking Solutions and Services

**Version:** DEMO

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 Both the data center and campus networks are out-of-date and preventing the company from achieving its goals.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

**Answer: D**

#### Explanation:

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

### QUESTION 2

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

**Answer: A**

#### Explanation:

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

### QUESTION 3

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.

**Answer: C**

**Explanation:**

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

#### QUESTION 4

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 5

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**

**Explanation:**

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

#### QUESTION 6

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

**Answer: C**



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