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**Exam** : **HP2-Z35**

**Title** : **Selling HP Networking  
Solutions and Services**

**Vendor** : **HP**

**Version** : **DEMO**

NO.1 A customer tells you that the warranty will provide sufficient services for their company. Which customer requirement CANNOT be met through a warranty?

- A. coverage window from 8AM to 5PM
- B. escalation management
- C. new parts that use the default configuration
- D. replacement of defective parts

**Answer:** D

NO.2 Which business need indicates that the customer is a good candidate for an HP Converged Campus solution with Unified Wired and Wireless solution?

- A. need to automate the deployment of testing and pre-production environments
- B. need to maintain control over network access, but support additional user devices
- C. need to handle the increase of network traffic flowing between branch offices and the internet
- D. need to segment the wireless network from the wired network and from the storage network

**Answer:** D

NO.3 What is one benefit of cloud computing?

- A. Companies will configure a centralized controller to handle complex, bandwidth-intensive functions and make traffic forwarding decisions.
- B. Companies will integrate fault management, service configuration, and network monitoring from a central vantage point with third-party device support.
- C. Companies can redirect their focus from deploying applications toward enhancing critical infrastructure components and technologies.
- D. Companies can meet business demands with rapid application deployment and dynamic workload adaptation through programmatic network intelligence.

**Answer:** B

Reference:

<http://www8.hp.com/h20195/v2/getpdf.aspx/c04111578.pdf?ver=3>

NO.4 How do HP networking products fit within the HP software-defined networking (SDN) architecture?

- A. HP offers many switches that support Open Flow and fit within the SDN solution, but no routers yet.
- B. Many of the existing HP switches and routers support Open Flow and fit in the SDN solution.
- C. HP offers special SDN models in its switch and router portfolios.
- D. HP offers many routers that support Open Flow and fit within the SDN solution, but no switches yet.

**Answer:** B

Reference:

[http://h17007.www1.hp.com/docs/networking/solutions/sdn/devcenter/02\\_\\_HP\\_OpenFlow\\_and\\_SDN\\_Technical\\_Overview\\_TSG\\_v1\\_2013-10-01.pdf](http://h17007.www1.hp.com/docs/networking/solutions/sdn/devcenter/02__HP_OpenFlow_and_SDN_Technical_Overview_TSG_v1_2013-10-01.pdf)

NO.5 You are proposing an HP Converged Campus solution for wired and wireless campus

networking, and the proposal includes HP intelligent Management Center (IMC). What is one key value of IMC?

- A. It can reduce TCO by half by combining multiple devices into a virtual device.
- B. It can make the transition to cloud up to three times faster.
- C. It can use Open Flow to reprogram network devices automatically.
- D. It can reduce network service deployment time by up to 83%.

**Answer:** C

NO.6 You are attempting to qualify a customer for an HP campus wireless solution. Which statement is true?

- A. Customers who use wireless for data applications are good candidates, but not customers who need voice-
- B. Customers who need 802.11 n are good candidates, but not customers who need 802.11ac
- C. Customers who need additional bandwidth to support voice and video applications are good candidates.
- D. Customers who use wireless for data and voice applications are good candidates, but not customers who need video.

**Answer:** C