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QUESTION 1

A customer needs a campus LAN networking solution that supports traditional desktops and wireless devices. How can you distinguish HP from competing solutions?

A. Explain that HP does not offer wireless solutions because its networks work with the customer\\'s choice of wireless vendor.

B. Explain that HP provides simplified network solutions based on open standards that unify management of wired and wireless connectivity.

C. Explain that HP provides the only end-to-end solution based on proprietary wireless optimization technologies.

D. Explain that competitors only offer 1- or 2-tier solutions, but HP offers full 3-tier wired and wireless solutions.

Correct Answer: B

Reference: http://h17007.www1.hp.com/us/en/networking/solutions/wlan/index.aspx

QUESTION 2

Which benefit does HP 3PAR Thin Provisioning technologies provide?

A. A highly efficient backup and restore solution that uses federated deduplication

B. A high-speed network that uses a simple, flat topology

C. A single-pane-of-glass management solution for provisioning networks, storage, and servers

D. A lower cost storage solution that uses as few as half the disks

Correct Answer: D

Reference: http://www8.hp.com/us/en/products/storage-software/product-detail.html? oid=5044622#!tab=features (first bullet on the page)

QUESTION 3

Which statement describes a StoreOnce benefit that is particularly helpful for customers in the "Building Momentum" phase?

A. StoreOnce is a cost-effective solution that lowers bandwidth utilization for replication and backup of remote office data

B. StoreOnce provides on-demand storage allocation and runs on hardware-based appliances or virtual machines (VMs)

C. StoreOnce reduces the company\\'s storage footprint and lowers power consumption for tape management

D. StoreOnce is a "pay as you grow" solution that can be scaled for increased virtualization

Correct Answer: A

Reference: http://www8.hp.com/us/en/products/disk-backup/product-detail.html?oid=6608666#! tab=features (see features)

QUESTION 4

A customer recently experienced downtime when the IT staff updated an application and the new version of the application caused conflicts in their environment. The senior IT management is concerned that this situation might re-occur with other products in the company\\'s network environment.

Which HP Support Service would you suggest to address this concern?

A. HP Foundation Care with Personalized Option

B. HP Technology Service

C. HP Proactive Care

D. HP Foundation Care

Correct Answer: C

http://www8.hp.com/h20195/v2/GetPDF.aspx%2F4AA0-8605EEE.pdf (p.2)

QUESTION 5

You determine that a potential customer is in the "Expanding Business" phase. Which value of HP Networking solutions should you emphasize with this customer?

A. The HP FlexNetwork architecture is built on open standards and provides scalability in functionality, connectivity, and capacity.

B. The HP Intelligent Management Center (IMC. provides increased visibility for wired and wireless networks, allowing companies to support Bring Your Own Device (BYOD. environments.

C. The HP Intelligent Resilient Framework (IRF. provides load balancing and high availability, increasing the company\\'s efficiency.

D. The HP FlexNetwork provides simplified and streamlined deployment and management.

Correct Answer: A

Expanding the business (Study guide p.43)

HP Networking solutions

HP FlexNetwork Architecture

Open and standard-based solution

Scales on three dimensions-functionality, connectivity, and capacity Agile and secure OPEX savings (simplified and streamlined deployment, management, and training) Software Defined Networks (Openness, agility, and simplicity)

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