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# Q&A

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**Exam** : **HP2-Z23**

**Title** : Selling HP Enterprise Networking Solutions

**Version** : DEMO

1.Which three adjectives describe networks built on HP FlexNetwork solutions? (Select three.)
A.Proprietary
B.Complex
C.Open
D.Agile
E.Rigid
F.Scalable
**Answer:** C,D,F

2.How many users comprise a large enterprise network.?
A.500 or more
B.1,000 or more
C.5,000 or more
D.10,000 or more
**Answer:** B

3.In 2011, nearly $9 billion in Cisco networking equipment was approaching end of life or service. Which statement is true of customers with this aging Cisco hardware in their infrastructure?
A.In this economy, very few customers are looking to upgrade their networks despite the fact that their aging Cisco infrastructure lacks both agility and scalability.
B.The majority of these Cisco customers have already purchased new Cisco products or products from competing vendors.There is still an opportunity here to sell these customers on HP FlexNetwork solutions, but the timing is not ideal.
C.These Cisco customers know that upgrading to new Cisco equipment from legacy Cisco equipment is always going to be easier than switching to a new vendor for network infrastructure services.You will need to give them very good reasons to introduce HP into their infrastructure.
D.Now is a great time to introduce these Cisco customers to HP FlexNetwork solutions.Because they will need to upgrade soon, they may already be considering introducing a replacement or secondary networking vendor into their infrastructure.
**Answer:** D

4.HP Dynamic VPN (DVPN) is supported on which HP FlexNetwork product series? (Select two.)
A.HP MSR Router Series
B.HP 3800 Router Series
C.HP 5400 Router Series
D.HP 6600 Switch Series
E.HP 8800 zl Switch Series
**Answer:** A,D

5.Which HP technology enables enterprises to securely connect thousands of branch offices, campuses, and data centers with standards-based IPsec encryption while significantly reducing manual configuration of IPsec tunnels?
A.HP Intelligent Management Center (IMC)
B.HP Dynamic Virtual Private Network (DVPN)

C.HP Advanced Services zl Module with VMware vSphere
D.HP Intelligent Resilient Framework (IRF)
**Answer:** B