KillTest

Higher Quality, Better Service!

Q&A

http://www.killtest.com

We offer free update service for one year.

Exam : **HP2-Z16**

Title : Selling HP E-Series Networking Solutions

Version : DEMO

1.You are meeting with a customer who has complained about their very limited budget for the networking infrastructure. What can you say to demonstrate that HP offers the best choice for them?
A.HP offers a broad networking portfolio with products that are recognized as the least expensive, minimizing the networking investment.
B. HP networking solutions are designed to minimize "on-going" costs (OPEX), allowing them to shift the budget toward investment (CAPEX).
C. HP networking solutions are designed to minimize networking investment (CAPEX), allowing them to shift the budget toward maintaining the network (OPEX).
D. HP provides financial services that will solve the current budget issues.
Answer: B

2.A customer has asked you why it is worthwhile to invest in intelligence at the network edge. Which statements accurately describe the benefits of doing so.? (Select two.)
A.The network is scalable. The core is not overloaded when the edge is expanded.
B. Only the network edge is open-standards compliant and future-proof.
C. The network edge provides everything required for an advanced access control solution.
D. The network edge provides features that HP Security solutions can leverage.
E. The HP network edge devices are protected by the HP Lifetime Warranty, but the core switches are not.
Answer: B,E

3.You are proposing an HP solution to a customer who has often complained about the expense of network upgrades. What information can you provide the customer to address these concerns and demonstrate that an HP solution is the best choice for the company?
A.Because the HP networking portfolio features proprietary technologies, these solutions are more reliable than those offered by competitors.
B. The HP commitment to high-quality core devices eliminates costly upgrades for every edge device.
C. HP offers a standard trade-in program to replace end-of-life networking devices.
D. HP is committed to open standards, which ensures that its solutions remain valid in the future.
Answer: D

4.Why are voice applications called "performance sensitive"?
A.The user of a voice application notices the slightest delay.
B. Voice devices require more power than standard workstations.
C. Voice traffic requires high bandwidth.
D. The traffic for voice applications requires greater protection from threats than data applications.
Answer: A

5.You are creating a networking solution proposal for a university. Which question helps you determine if the network infrastructure must support traffic prioritization?
A.Does network access need to be available in older classroom buildings?
B. Does the university need to comply with any regulations and if so, do you need to prove compliance?
C. Do you plan to enhance the learning experience with interactive virtual classrooms?
D. Do faculty members need access to more resources than students (i.e., answer keys)?

Answer: C