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Title : Selling HP Networking

Solutions

Version: Demo

1.Companies should consider their networks to be segmented building blocks, and should design them to meet the needs of each segment: branch office, campus LAN, and data center.

What can designers do as they segment the network in this way?

- A. They must virtualize the technologies that underlie the various segments so that they can interoperate seamlessly
- B. They must eliminate all proprietary protocols within each network segments.
- C. They should implement open-standard technologies at the boundaries between segments.
- D. They should select the best proprietary protocol to coordinate functions between network segments.

Answer: C

- 2. Which HP IMC module can help your customers accelerate the delivery of applications using templates to provision and orchestrate networks?
- A. HP IMC Application Performance Manager (APM)
- B. HP IMC Virtual Application Networks (VAN) Manager
- C. HP IMC Service Health Manager (SHM)
- D. HP IMC Network Traffic Analyzer (NTA)

Answer: B

- 3. Your mid-sized-business customer requires a critical-high-availability module switch for the core of three campus LAn. According to HP, which switch should you position?
- A. HP 2910 al
- B. HP 5400 zl
- C. HP 8200 zl
- D. HP t2508

Answer: C

- 4. Which statement is true regarding the HP virtual services modules (the HP Advance Services zl Module with Citrix XenServer and HP Advanced Services zl Module with VMware vSphere)
- A. Each module can host at most one application
- B. The module support custom application, including application that your customers develop internally.
- C. The modules do not support core Linux services.
- D. The modules are based on a custom hypervisor.

Answer: D

- 5.HP IMC provides end-to-end fault and performance monitoring across which network segment?
- A. branch offices
- B. branch and campus LAN
- C. data center
- D. branch, campus LAN, and data center

Answer: D

6. Which switches best meet the needs at the data center network core for most mid-sized businesses? (Select two.)

A. HP 5820 Switch Series

B. HP 5920 Switch Series

C. HP 5900 Switch Series

D. HP 5800 Switch Series

E. HP 5830 Switch Series

Answer: B,C

7.A customer is planning to update the company's data center by implementing virtual machines (VMs) to deliver the services the company needs.

What should you tell her about the way these VMs affect the network?

- A. The north-to-south network traffic will increase so the customer may need to upgrade the distribution and core switches.
- B. The east-to-west network traffic will increase so the customer should consider implementing a network architecture with fewer tiers.
- C. The server-to-server traffic will actually decrease overall because VMs on the same server hardware will communicate internally through that hardware
- D. The network traffic patterns will remain the same, but the customer may need to upgrade each server-to-switch link

Answer: B

- 8. Most mid-sized businesses today are going to require which of these technologies at the edge?
- A. 1/10-GbE server access
- B. 10/40-GbE server access
- C. InfiniBand
- D. ultra-deep 40-GB packet buffers

Answer: A

- 9. For which of your mid-sized-business customers might the HP 5820-14XG be a particularly good fit at the data center network edge? (Select three)
- A. customers who require high 10-GbE port density at the edge
- B. customers who require high 40-GbE port density at the edge
- C. customers who require 40/100-GbE capability at the edge
- D. customers who have Fibre Channel attached storage solutions
- E. customers whose networks experience congestion caused by bursty multimedia traffic
- F. customers whose applications are sensitive to the delay caused by deep packet buffers

Answer: A,D,F

- 10. Which switch series would you recommend if your customer wanted to simplify branch management by converging network and server services in the company's datacenter?
- A. HP 2520 Switch Series
- B. HP 2620 Switch Series
- C. HP 2910 al Switch Series
- D. HP 5400 zl Switch Series

Answer: D

- 11. How many types of devices can HP IMC manage?
- A. more than 1,000
- B. more than 3,000
- C. more than 6.000
- D. up to 10,000

Answer: C

- 12. What can you access using the HP FlexNetwork Dropbox?
- A. HP blogs
- B. HP Networking Competitive Comparison Tool
- C. EMEA Network Design Center
- D. latest versions of HP FlexNetwork sales resources

Answer: D

- 13. Which statement is true regarding the HP virtual services modules (the HP Advanced Services zl Module with Citrix XenServer and HP advanced services zl module with VMware vsphere)
- A. Each module can host at most one application.
- B. The modules support custom applications, including applications that your customers develop internally.
- C. The modules do not support core Linux services.
- D. The modules are based on a custom hypervisor.

Answer: D

- 14.HP IMC provides end-to-end fault and performance monitoring across which network segment?
- A. branch offices
- B. branch and campus LAN
- C. data center
- D. branch, campus LAN, and data center

Answer: D

15.A customer is planning to update the company's data center by implementing virtual machines (VMs) to deliver the services the company

What should you tell her about the way these VMs affect the network?

- A. The north-to-south network traffic will increase so the customer may need to upgrade the distribution and core switches.
- B. The east-to-west network traffic will increase so the customer should consider implementing a network architecture with fewer tiers.
- C. The server-to-server traffic will actually decrease overall because VMs on the same server hardware will communicate internally through......
- D. The network traffic patterns will remain the same, but the customer may need to upgrade each server-to-switch link.

Answer: B