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Exam : **HP2-Z03**

Title : ProCurve Accredited Sales Consultant v9.11

Version : Demo

1.You are proposing an HP procure 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 Procure solution is the best choice for the company?
A. Because the HP Procure portfolio features proprietary technologies, these solutions are more reliable than offered by competitors.
B. the HP Procure commitment to high-quality core devices eliminates costly upgrades for every device.
C. HP Procure offers a standard trade-in program to replace end-of life Procure devices.
D. HP Procure is committed to open standards, which ensures that its solutions remain valid in the future.
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, so that is where the customer should invest
C. The network edge provides everything required for an advanced access control solution.
D. The network edge provides features that HP Procure Security solutions can leverage.
E. The Procure edge devices are protected by the HP Procure Lifetime Warranty, but the core switches are not.
Answer: C

3.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 Procure Networking offers the best choice for them?
A. Procure offers a broad networking portfolio with products that are recognized as the least expensive, minimizing the networking investment.
B. Procure solutions are designed tominimize"on-going" costs (OPEX), allowing this customer to shift the budget toward investment (CAPEX).
C. Procure solutions are designed to minimize networking investment (CAPEX), allowing this customer to shift the budget toward maintaining the network (OPEX).
D. Procure provides financial services that will solve the current budget issues.
Answer: B

4.How do your customers benefit from the ability of intelligent HP Procure edge devices to adapt to converged network services? (Select two)
A. The network delivers premium quality for proprietary HP services.
B. Unified communications services offer high-quality VoIP transmission.
C. Customer resources are protected by service-specific content filtering.
D. The infrastructure filter out attempts to access inappropriate web content.
E. The services that the customer defines as mission-critical are given priority handling.
Answer: B

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: for example, answer keys?
Answer: A