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### What Client's Say

“ There are some less than 8 new questions, so this 70-695 dump is still mostly valid. Wrote the exams today and passed. ”

 **Timothy**  
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**Exam** : **HP5-Z02D**

**Title** : **Delta - Selling HP Networking Solutions and Services**

**Vendor** : **HP**

**Version** : **DEMO**

NO.1 A customer is considering either HP Proactive Care or HP Proactive Care Advanced services for their solution.

Which benefit does Proactive Care Advanced offer that Proactive Care does not?

- A. health scans and collaboration with third-party vendors
- B. hardware support and 24x7 coverage window
- C. software documentation updates and access to technical resources
- D. a dedicated account support manager (ASM) and 24x7 monitoring

**Answer:** D

Reference:

<http://www.data3.com/wp-content/uploads/2014/07/Proactive-Care-versus-Foundatiocare.pdf>

NO.2 You are proposing an HP Converged Campus solution for wired and wireless campus networking.

The customer is particularly interested in gaining control and increasing security for its Bring Your Own Device (BYOD) environment.

Which HP product specifically provides this value?

- A. HP Intelligent Management Center (IMC) with VAN Software-defined Networking Manager (SDNM)
- B. HP Services zl Module for an HP 5400R zl switch
- C. HP VAN Software-defined Networking (SDN) Controller
- D. HP Intelligent Management Center (IMC) with User Access Manager (UAM)

**Answer:** D

Reference:

[http://h17007.www1.hp.com/us/en/networking/products/networkmanagement/IMC\\_UAM\\_Software/index.aspx](http://h17007.www1.hp.com/us/en/networking/products/networkmanagement/IMC_UAM_Software/index.aspx)

NO.3 What is a key value of HP FlexFabric Data Center solutions?

- A. Technologies such as Auto Discover Virtual Private Networks (ADVPN) help to secure virtual machine traffic.
- B. Technologies such as Intelligent Resilient Framework (IRF) help to reduce complexity and double scalability.
- C. Technologies such as 802.11 ac reduce latency for east-west (server-to-server) traffic flows.
- D. Technologies such as backplane stacking automate and speed service deployment.

**Answer:** A

Reference:

<http://prepcram714.exampdf2015.com/tag/hp2-z35-real/>

NO.4 A customer is upgrading part of the network, but also has existing infrastructure investments that the company wants to protect.

How does the HP FlexNetwork solution maximize value for this customer?

- A. It follows a siloed approach that protects legacy architectures.
- B. It follows a multi-vendor, interoperable, open protocol approach.
- C. It replaces the entire infrastructure for one low, flat rate.
- D. It enhances third-party, legacy hardware with an industry-leading warranty.

**Answer:** D

NO.5 What is one way that an HP FlexNetwork solution helps to make the network infrastructure cloud ready?

- A. It makes the network more agile, reducing provisioning time from months to minutes.
- B. It supports proprietary HP software-defined networking (SDN) protocols.
- C. It makes the architecture more sophisticated, with more tiers and aggregation points.
- D. It shifts more of the IT budget toward operating expenses (OPEX).

**Answer:** B

Reference:

<http://h17007.www1.hp.com/docs/networking/datacenter/4AA5-1865ENW-Discover-FAQ.PDF>