

# PASSTCERT

QUESTION & ANSWER

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**Exam** : **HP2-Z13**

**Title** : **Selling HP IP Telephony  
Solutions**

**Version** : **Demo**

1.What are benefits of contact centers? (Select two.)

- A. allow remote employees to use an IP phone over the Internet
- B. provide for centralized management for multi-site VCX implementations
- C. integrate with other applications to provide screen pops
- D. support both inbound and outbound calling

**Answer: D**

2.Which opportunities are currently targeted by the VCX.? (Select two.)

- A. customers who want to purchase IP phones only
- B. customers with collaboration needs
- C. PBX replacement
- D. multi-tenant/shared office spaces

**Answer: B,C**

3.A customer wants to ensure their network is prepared to handle voice traffic. Which service should you offer them?

- A. Intel traffic Analysis
- B. Telephony Administration Training
- C. Quality of Service Diagnostics
- D. Voice Readiness Assessment

**Answer: D**