

HP

Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions



NEW QUESTION 1

You are meeting with a customer's Chief Information Security Officer (CISO) and want to open a discovery conversation about HPE Aruba Networking Edge-to-Cloud Security solutions. What is one topic you should discuss?

- A. How dependent the organization is on video conferencing and other collaboration applications and whether the CISO understands how to patch those applications' vulnerabilities.
- B. How dependent the organization is on manually defined security policies and what risk the organization runs if admins make errors in those policies.
- C. Whether the CISO understands the encryption technologies that are improving security for modern wireless networks.
- D. Whether the CISO understands the value of a single-vendor, end-to-end security solution and is ready to commit to a single vendor.

Answer: B

Explanation:

HPE Aruba Networking Edge-to-Cloud Security solutions enable customers to automate and simplify network security operations and enhance Zero Trust protection across all network domains. By using HPE Aruba Networking Central NetConductor, customers can orchestrate and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect. This reduces the risk of human errors, misconfigurations, and security breaches that can result from manually defined and managed policies.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 17: "Aruba Central NetConductor is a cloud-native network security service that automates and accelerates networking and policy orchestration across all network domains. It enables customers to define and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect."
- Edge-to-cloud, Zero Trust, and SASE security | HPE Aruba Networking: "Aruba Central NetConductor automatically configures infrastructure to deliver optimal network performance while enforcing granular access control security policies that are the foundation of Zero Trust and SASE architectures."
- HPE Aruba Networking Central NetConductor: Automate and Accelerate Networking and Policy Orchestration: "Aruba Central NetConductor eliminates the need for manual configuration and management of network policies, which can be error-prone, time-consuming, and inconsistent across network domains. It also reduces the risk of security breaches and compliance violations that can result from misconfigurations and gaps in policy enforcement."

NEW QUESTION 2

What common customer desire is addressed by HPE Aruba Networking Central network management?

- A. eliminating the need for network admins and letting server admins maintain the network
- B. deploying the network and then letting it run without the need for further management and monitoring
- C. managing each network silo with tools specialized for that silo's needs
- D. managing the network without having to install and maintain on-prem management tools

Answer: D

Explanation:

HPE Aruba Networking Central is a cloud-based network management solution that simplifies IT operations, improves agility, and reduces costs by unifying management of all network infrastructure. It eliminates the need for customers to invest in, deploy, and maintain on-premises management tools, and provides a single pane of glass for managing campus, branch, remote, data center, and IoT networks from one dashboard.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: "Aruba Central is the cloud-native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services."
- Aruba Central for Cloud-managed networking | HPE Aruba Networking: "Built on a cloud-native, microservices architecture, Central is an AI-powered solution that simplifies IT operations, improves agility, and reduces costs by unifying management of all network infrastructure."
- HPE Aruba Central | HPE United Kingdom - Hewlett Packard Enterprise: "Simplify how you provision, configure, and maintain networks by orchestrating all operations from a cloud-native dashboard. Aruba Central is your single point of visibility and control to oversee every aspect of wired and wireless LANs, WANs, and VPNs across campus, branch, remote, and data center locations."

NEW QUESTION 3

You are attempting to determine if a customer might be a good candidate for WAN transformation with HPE Aruba Networking EdgeConnect. What is one challenge to which you should listen?

- A. The customer needs to improve security for microservices in the data center.
- B. The customer tried to implement location-based services in the past but found it too difficult.
- C. The customers' admins struggle to manage wired and wireless devices together.
- D. The customers' branch users experience poor performance for cloud applications.

Answer: D

Explanation:

HPE Aruba Networking EdgeConnect is a secure SD-WAN solution that provides a unified fabric for WAN, security, and cloud. It can address the customer challenge of delivering high-quality user experience for cloud applications by using advanced features such as dynamic path control, path conditioning, WAN optimization, and secure internet breakout.

References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking 2: HPE ARUBA NETWORKING EDGECONNECT SD-WAN FAMILY - DATASHEET 3: Improve Application Performance | HPE Aruba Networking

NEW QUESTION 4

Which customer challenge indicates a good opportunity for selling HPE Aruba Networking EdgeConnect solutions?

- A. The customer needs more WAN bandwidth but finds it cost-prohibitive to expand bandwidth on the company's current leased lines.
- B. The customer needs to simplify troubleshooting for the HPE Aruba Networking infrastructure devices already deployed at the main office.
- C. The customer needs to simplify by deploying a consistent switching platform across the campus and data center.
- D. The customer has no IT staff and needs a simple mobility solution for the company's single small site.

Answer: A

Explanation:

HPE Aruba Networking EdgeConnect solutions enable customers to leverage multiple WAN transport options, such as broadband internet, 4G/5G/LTE, and MPLS, to optimize bandwidth, performance, and cost. EdgeConnect solutions also provide dynamic path control, which automatically steers traffic to the best available path based on business intent policies and real-time network conditions. This way, customers can increase WAN bandwidth without increasing costs or complexity.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 16: “EdgeConnect SD-WAN platform enables customers to use any combination of WAN transport technologies without compromising network or application performance. It supports MPLS, 4G/5G/LTE, and internet-based hybrid WAN data paths and a control plane that is automated and secured by Aruba Orchestrator management software to provide policy-based virtual network segmentation and acceleration of on-premise and SaaS cloud applications.”
- Aruba EdgeConnect SD-WAN | HPE Aruba Networking: "Aruba EdgeConnect SD-WAN | HPE Aruba Networking Home / Products / SD-WAN / EdgeConnect EdgeConnect SD- WAN The EdgeConnect SD

NEW QUESTION 5

What distinguishes HPE Aruba Networking EdgeConnect Enterprise from HPE Aruba Networking EdgeConnect SD-Branch?

- A. HPE Aruba Networking EdgeConnect Enterprise integrates more fully with HPE Aruba Networking wired and zero-trust security solutions.
- B. HPE Aruba Networking EdgeConnect Enterprise embeds support for remote workers while HPE Aruba Networking EdgeConnect SD-Branch does not.
- C. HPE Aruba Networking EdgeConnect Enterprise offers the most advanced SD-WAN features, dynamically adapting to business needs.
- D. HPE Aruba Networking EdgeConnect Enterprise consolidates more forms of connectivity because it supports LTE.

Answer: C

Explanation:

HPE Aruba Networking EdgeConnect Enterprise is designed for cloud-first organizations that need a secure network foundation for Zero Trust and SASE. It provides a first-class SD-WAN paired with a next-generation firewall, delivering unmatched quality of experience and advanced security¹. HPE Aruba Networking EdgeConnect SD-Branch, on the other hand, is a simplified solution for the software-defined branch, encompassing each element within a branch—WAN, WLAN, wired, and security².

References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking³: HPE ARUBA NETWORKING EDGECONNECT SD-WAN FAMILY - DATASHEET⁴: About - Aruba

Networking EdgeConnect SD-WAN²: Aruba EdgeConnect SD-Branch | HPE Aruba Networking

NEW QUESTION 6

Based on recent trends, which common challenge can HPE Aruba Networking help customers overcome?

- A. Struggles in optimizing overprovisioned networks for a lower-edge device load.
- B. Difficulties making employees understand that it is impossible to access applications securely from home.
- C. Difficulties providing secure, consistent connectivity for remote workers.
- D. Struggles in accommodating the shift of data away from the edge to the main corporate data center.

Answer: C

Explanation:

HPE Aruba Networking helps customers overcome the challenges of enabling hybrid work, where employees need to access applications securely from home or anywhere. HPE Aruba Networking offers solutions such as Remote Access Points, Virtual Intranet Access, and EdgeConnect SD-WAN that provide seamless, reliable, and secure connectivity for remote workers¹².

References: 1: IT's Toughest Work From Home Challenges | HPE Aruba Networking²: Why HPE and Aruba Enterprise Networking? | HPE

NEW QUESTION 7

An organization has adopted a hybrid work model and is concerned about security. Which distinguishing value of HPE Aruba Networking ESP should you emphasize?

- A. HPE Aruba Networking ESP relays all user traffic through the HPE Aruba Networking cloud to filter and secure the traffic.
- B. HPE Aruba Networking ESP makes it easy to enforce consistent role-based policies whether users connect from home, while traveling, or at an office.
- C. HPE Aruba Networking ESP takes an Internet perimeter-focused approach to security, which is ideal for organizations with remote workers
- D. HPE Aruba Networking ESP empowers admins to define manual security policies based on criteria such as switch port and SSID.

Answer: B

Explanation:

HPE Aruba Networking ESP is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all your edges¹. One of its distinguishing values is that it enables Zero Trust security, which applies consistent role-based policies to users and devices regardless of where they connect from². This ensures that only authorized and authenticated users and devices can access the network and its resources. References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking²: A network that's always protected, everywhere | HPE Aruba Networking

NEW QUESTION 8

A customer's employees need to connect to the corporate network from their own home offices. IT finds it difficult to support these employees and get them connected securely. What HPE Aruba Networking solution should you recommend?

- A. HPE Aruba Networking EdgeConnect Enterprise
- B. HPE Aruba Networking EdgeConnect MicroBranch
- C. HPE Aruba Networking Fabric Composer
- D. HPE Aruba Networking CX switches

Answer: B

Explanation:

HPE Aruba Networking EdgeConnect MicroBranch is a secure SD-WAN solution that extends the benefits of HPE Aruba Networking EdgeConnect to home offices

and small offices. It enables employees to connect to the corporate network from their own devices, and provides consistent security, performance, and quality of experience for cloud and SaaS applications¹. It also simplifies and automates the deployment and management of home office networks, and integrates with HPE Aruba Networking Central for cloud-based visibility and control².

References: 1: Aruba EdgeConnect MicroBranch | HPE Aruba Networking2: Aruba Central for Work From Home Initiatives At-a-Glance

NEW QUESTION 9

You are discussing HPE Aruba Networking ESP (Edge Services Platform) solutions with a customer. This customer has mentioned supporting remote and hybrid workers as a key business initiative. What benefit of HPE Aruba Networking solutions should you emphasize?

- A. Remote employees can log into HPE Aruba Networking Central to access the centralized services and applications they need.
- B. These solutions offer a completely separate, dedicated mobility architecture for remote offices versus campuses.
- C. Remote employees can use HPE Aruba Networking Central to easily troubleshoot any issues on their own without IT support.
- D. These solutions make it simpler for customers to apply consistent, role-based policies no matter where users connect.

Answer: D

Explanation:

HPE Aruba Networking ESP (Edge Services Platform) solutions enable customers to deliver a consistent and secure network experience to remote and hybrid workers, regardless of their location or device. By using HPE Aruba Networking Central, customers can define and enforce granular, role-based policies that are automatically applied across the network, from the edge to the cloud. This simplifies network management and enhances security and compliance.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 12: “Aruba ESP enables IT to deliver a consistent and secure network experience to remote and hybrid workers, regardless of their location or device.”
- Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: “Aruba Central is the cloud- native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services.”
- Selling HPE Aruba Networking Solutions, Rev.23.11, page 14: “Aruba Policy Enforcement Firewall (PEF) is a key component of Aruba ESP that provides granular, role-based access control and security for wired and wireless networks. PEF enables IT to define and enforce policies based on user identity, device type, location, time, and application, across the network from the edge to the cloud.”

NEW QUESTION 10

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