



HP

Exam Questions HPE2-W02

Selling Aruba Products and Solutions

NEW QUESTION 1

A customer has indicated that IT staff members spend a lot of their time troubleshooting. The architect plans to propose Aruba 8400 switches at the core. What feature of this switch can the architect emphasize to address the customer issue?

- A. Network Analytics Engine (NAE)
- B. Smart Rate ports
- C. Dynamic segmentation
- D. Virtual Switching Extension (VSX)

Answer: A

NEW QUESTION 2

Which statement indicates that a customer could be a good fit for an Aruba location-based solution?

- A. "Our apps are a big part of our businesses, but our production rate is starting to slow down as we hire new developers that just are not familiar with our development tools."
- B. "We are a large business with lots of remote office"
- C. "We need to ensure all the network services that we provide in our main campus are available in these other locations as well."
- D. "We have many different branch sites, and we need an easier way to apply consistent and appropriate security policies to employees and users at every location across our network."
- E. "We often launch marketing campaigns in different areas of our stores, but we don't have a way to determine how successful these promotions are and if they draw in customers."

Answer: D

NEW QUESTION 3

A customer needs a wired solution upgrade. Which characteristic indicates a good prospect for an Aruba switching solution?

- A. The customer has found cloud applications to be too expensive and wants to limit their use.
- B. The customer needs a wireless upgrade as well and wants better wired and wireless integration.
- C. The customer considers cost the primary concern and is not worried about performance, security, or visibility.
- D. The customer is a small business with about 60 employees and needs a simple, plug-and-play solution.

Answer: B

NEW QUESTION 4

What is one key differentiating feature of Aruba ClearPass as compared to competitors such as Cisco?

- A. ClearPass Policy Manager adjusts access permissions based on circumstances of the user and the device for both pre-admission and attack response.
- B. ClearPass provides better visibility into application performance and user connectivity health than competitors.
- C. ClearPass focuses on fully supporting Aruba devices rather than attempting to provide multi-vendor support.
- D. ClearPass delivers both signature-based and anomaly-based detection of security threats instead of just signature-based.

Answer: A

NEW QUESTION 5

A customer complains about the complexity of wired network architectures? What should you explain about ArubaOS switches?

- A. Network Analytics Engine (NAE) analyzes network traffic patterns and automatically reconfigures the network architecture in order to optimize traffic flows.
- B. ArubaOS switches deliver the high performance and features that enterprise customers need combined with the simplicity of an unmanaged switch that requires zero configuration.
- C. Dynamic segmentation divides the wired network architecture into three logical tiers, making it simpler to deploy the switches with less work on the part of managers.
- D. Aruba switches bring performance, security and operational simplicity to enterprise networks with innovations like Segmentation and Aruba Network Analytics Engine.

Answer: D

NEW QUESTION 6

You have proposed an Aruba Central solution for a customer that requires high availability for management. What benefit of Central should you explain?

- A. Central can be deployed as a primary appliance and standby appliance with no additional licensing costs.
- B. Central supports integration with third-party backup solutions such as Veeam.
- C. Central can switch to a local management console if the connection to the cloud is lost.
- D. Central is automatically deployed as a clustered solution in the customer also has a Mobility Master (MM).

Answer: C

NEW QUESTION 7

How do Aruba solutions help higher education customers meet the growing demand for an always-on network that supports students' mobile lifestyles?

- A. Aruba security removes the need for network access controls and time-consuming onboarding processes by applying the same security policies to every user and device.
- B. With Aruba, administrators can establish certain locations as specialized zones where students can go to get the fastest bandwidth anywhere on campus.
- C. Using Aruba tools, admins can create easy-to-use, template-based quizzes that take up less bandwidth than other quiz software and can be downloaded to use

offline.
D. Aruba delivers uninterrupted high-speed connectivity in any location, even across roams, and enables self-service network onboarding for student devices.

Answer: D

NEW QUESTION 8

What are two of the most important values that IT executives consider when making purchasing decisions (Select two.)

- A. They want to shift away from cloud solutions.
- B. They want to efficiency to do more with fewer resources.
- C. They want to segregate core functions in the data center so they can manage silos more efficiently.
- D. They want trust in the network, knowing that it will ensure productivity and security.
- E. They want to move to a CAPEX model to increase line-of-business budgets.

Answer: BD

NEW QUESTION 9

A customer is concerned about the performance of the company's wireless network. What two Aruba features would you emphasize in your discussions with this customer? (Select two.)

- A. Web Content Classification
- B. AirMatch
- C. Deep packet inspection
- D. Dynamic segmentation
- E. RFProtect

Answer: BD

NEW QUESTION 10

As customers deploy more Internet of Things (IoT) devices, what is one implication for potential Aruba customers?

- A. Continuous monitoring and NAC cannot detect IoT devices because they do not appear like mobile and BYOD devices on network management software.
- B. Most IoT devices introduce vulnerabilities because they don't utilize any standard set of security defenses.
- C. IoT devices require special management software because they use different wireless standards than the standards that most wireless devices are built for.
- D. IoT devices require cloud management and data storage, so customers need to have a hybrid infrastructure in place.

Answer: B

NEW QUESTION 10

You want to begin qualifying a customer for Aruba IntroSpect. Which topic can you introduce to begin the conversation?

- A. how much insight IT staff have into the root causes behind performance issues
- B. whether the customer uses SEIM and is overwhelmed with alerts
- C. whether the customer has detected rogue Aps in the environment
- D. how the customer would like to define access policies for wireless users

Answer: A

NEW QUESTION 12

What correctly describes the addressable market for SD-WAN and the opportunity that it presents?

- A. While the SD-WAN market experienced rapid growth over the past 5 years, the market is now slowing down and experiencing a small reduction in growth.
- B. While the SD-WAN market is much smaller than the campus switching and WLAN market in absolute value, the SD-WAN market is growing more rapidly.
- C. The SD-WAN market is experiencing slow growth at rates comparable to the campus and switching market as a whole, and it should peak in the next 5 years.
- D. The SD-WAN market is experiencing very rapid growth and will overtake the campus switching and WLAN markets in absolute value within the next 2 years.

Answer: A

NEW QUESTION 17

A small customer has given you a list of requirements.

Which requirement indicates the company will require an HPE Aruba solution, rather than an HPE OfficeConnect solution?

- A. secure guest and employee access
- B. 802.11ac wireless support
- C. uplinks that support up to 10 GbE
- D. high-density deployment that supports UCC

Answer: D

NEW QUESTION 21

What is one distinguishing feature of Aruba NetInsight and User-centric Service Assurance?

- A. They help improve customer engagement by providing a customizable Wi-Fi portal.
- B. They help to analyze customer usage patterns over a certain period of time so that companies can improve marketing campaign success.
- C. They help IT to simplify policy enforcement by enhancing visibility, authentication and authorization.

D. They help deliver a better user experience with in-depth network analytics to assess user, device, and application connectivity.

Answer: D

NEW QUESTION 22

Which challenge does the increase of digital learning environments present to primary schools?

- A. Schools are not deploying enough wired and wireless IoT devices for the digital learning environments to succeed.
- B. Schools often have too large of an IT department, which can result in a network that is too mismanaged and siloed to meet performance requirements.
- C. Schools lack the budget to obtain a reliable wired and wireless network that can handle the increase in devices and connectivity needs.
- D. Schools have focused primarily on cloud solutions for the past decade, so switching back to an on-prem infrastructure seems daunting.

Answer: C

NEW QUESTION 24

You are proposing an Aruba controller-based solution for a customer.

Which customer need indicates that you should propose Aruba Mobility Master as part of the solution?

- A. the need to simplify the development of customer-facing mobile engagement apps
- B. the need to manage wired and wireless devices from one interface
- C. the need for machine-learning-based insights into network health and connectivity
- D. the need for always-on wireless connectivity with no downtime

Answer: B

NEW QUESTION 27

What is a primary difference between Aruba 310 and Aruba 340 Series APs?

- A. Aruba 340s support higher density deployments than Aruba 310s.
- B. Aruba 340s support outdoor deployments, and Aruba 310s support indoor ones.
- C. Aruba 340s support 802.11ac, and Aruba 310s support 802.11b/g/n only.
- D. Aruba 340s support 802.11ax, and Aruba 310s support 802.11ac.

Answer: A

NEW QUESTION 30

What business benefit does Aruba AirMatch provide?

- A. better load balancing and availability for controllers
- B. enhanced user experience in dense environments
- C. simpler troubleshooting with AP and client tracking
- D. better security through matching policies on wireless and wired

Answer: B

NEW QUESTION 31

What advantages do Aruba micropolicies provide your customers?

- A. Apply user-aware and IoT-aware policies that adapt to changing conditions
- B. Enforce a secure VPN connection for remote users to protect the network from malicious attacks
- C. Detect malware and attacks with the latest signatures downloaded from Aruba
- D. Provide a backend database for enforcing security issues

Answer: A

NEW QUESTION 36

What is a benefit that Aruba Mobility Master (MM) and an ArubaOS architecture bring to network management?

- A. MM provides a centralized licensing repository and a single interface for configuring controllers.
- B. MM offers a single management interface for configuring wireless devices and onboarding user wireless devices.
- C. Customers can obtain a flexible, cloud-based option for managing their controllers centrally.
- D. Admins can manage ArubaOS switches and ArubaOS controllers from the same management interface.

Answer: D

NEW QUESTION 37

What is an advantage of the Aruba Software Platform? (Select two.)

- A. It makes the underlying infrastructure smarter, helping to deliver contextual experiences for end users and line-of-business teams.
- B. It uses proprietary technologies that prevent third-party integration, providing more sales opportunities for Aruba.
- C. It embeds the ArubaOS-CX Network Analytics Engine (NAE) into all wired and wireless infrastructure to improve security.
- D. It is the industry's first WLAN software platform that offers exclusive cloud deployment so that customers have a single simple choice.
- E. It is programmable, with an API-first design that helps to encourage automation and integration.

Answer: CD

NEW QUESTION 40

A small customer has a tight budget but needs 10 GbE uplinks. Which HPE OfficeConnect switch should you suggest?

- A. HPE OfficeConnect 1620 switch
- B. HPE OfficeConnect 1820 switch
- C. HPE OfficeConnect 1850 switch
- D. HPE OfficeConnect 1405 switch

Answer: C

NEW QUESTION 45

Which challenge is introduced by an increasing number of IoT devices on the network?

- A. As more potentially insecure devices connect from within, traditional perimeter solutions are no longer sufficient.
- B. Because most IoT devices come with built in security, IT staff needs to be trained in those protocols and security software suites.
- C. Devices are proliferating, while IoT deployments remain too immature to offer real business value to enterprises at this time.
- D. Very few IoT devices support wireless and IP technologies, making it difficult to integrate them in the wireless network.

Answer: A

NEW QUESTION 46

What is one business benefit of Virtual Switching Extension (VSX)?

- A. It helps to optimize ArubaOS switches to connect to servers in a highly virtualized data center environment.
- B. It enables companies to extend services consistently across sites through the use of VPN tunnels between ArubaOS switches.
- C. It enables companies to apply consistent policies on wireless users and wired users connected to ArubaOS switches.
- D. It helps to reduce downtime for a network core of ArubaOS switches, while also providing a simple architecture.

Answer: A

NEW QUESTION 47

You are selling an Aruba wireless solution to a healthcare organization. The customer now mentions these additional pain points:

- ☒ Nurses and other staff are wasting time searching for equipment.
- ☒ Staff doesn't know when wheelchairs are left in other departments.

Based on these specific pain points, what additional solution should you recommend?

- A. Aruba Central
- B. Aruba Meridian and beacons
- C. Aruba asset tracking tags
- D. Aruba Analytics Location Engine (ALE)

Answer: C

NEW QUESTION 48

You have proposed Aruba 8400 switches as core switches for a customer. The customer is very concerned about the network always being on and has indicated that no maintenance window is permitted even for a core switch software upgrade. What feature of this switch should you explain?

- A. Backplane stacking
- B. Network Analytics Engine (NAE)
- C. Virtual Switching Extension (VSX)
- D. ArubaOS-CX Python-based APIs

Answer: C

NEW QUESTION 52

What is one challenge for business that adopts cloud solutions?

- A. Cloud is less reliable than on-premises infrastructure because data is stored in a central location.
- B. Cloud increases security vulnerabilities, with employees accessing resources off-premises and using shadow IT.
- C. Customers must increase their IT management resources because cloud adds complexity to the network infrastructure.
- D. Customers must make a large capital investment when they initially adopt a public cloud solution.

Answer: B

NEW QUESTION 54

A customer has an Aruba wireless network, but not wired. You want to emphasize the value of deploying Aruba access switches as well.

What is one advantage that you can explain?

- A. ArubaOS switches support the same embedded, role-based firewall as Aruba controllers and Instant Aps, leading to duplicated policy enforcement.
- B. ArubaOS switches provide a Network AnalyticsEngine (NAE) that helps to monitor, and ensure the health of both the wired and connected wireless network.
- C. ArubaOS switches that connect to Aruba Aps can provide beacon management software and help location-based services.
- D. ArubaOS switches can automatically re-configure their ports with the correct VLAN, QoS, and PoE+ settings when an Aruba AP connects.

Answer: B

NEW QUESTION 57

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