

## Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions

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#### NEW QUESTION 1

You are meeting with a retailer, which has many small branches and is rapidly growing. What is one benefit of HPE Aruba Networking ESP solutions for this customer?

- A. The customer can deploy a single HPE Aruba Networking switch per site because the switches offer wired and wireless capabilities within one box.
- B. HPE Aruba Networking helps secure branches by requiring all traffic to be back-hauled to the data center.
- C. HPE Aruba Networking offers different architectures and network device families, each specialized for either campus or branch networking.
- D. Non-IT experts can install HPE Aruba Networking devices at new sites, and HPE Aruba Networking Central will automatically discover and configure them.

**Answer: D**

#### Explanation:

HPE Aruba Networking ESP solutions are designed to simplify and accelerate the deployment and management of branch networks. They enable non-IT experts to install HPE Aruba Networking devices such as access points, switches, and gateways at new sites, and HPE Aruba Networking Central will automatically discover and configure them using zero-touch provisioning<sup>12</sup>. This reduces the time and cost of setting up new branches, and ensures consistent and secure network policies across all sites<sup>3</sup>. References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking<sup>2</sup>: Aruba EdgeConnect MicroBranch | HPE Aruba Networking<sup>3</sup>: Retail Networking Solutions | HPE Aruba Networking

#### NEW QUESTION 2

What is one distinguishing benefit of HPE Aruba Networking Fabric Composer?

- A. It simplifies the deployment of HPE Aruba Networking APs at branch sites.
- B. It establishes an easily automated, software-defined network.
- C. It automatically establishes secure connections between branch offices and the main office.
- D. It unifies the management of HPE Aruba Networking APs and switches.

**Answer: B**

#### Explanation:

HPE Aruba Networking Fabric Composer is an intelligent, API-based, software-defined networking (SDN) orchestration solution that simplifies and accelerates leaf-spine network provisioning and day-to-day operations across rack-scale compute and storage<sup>1</sup>. It enables IT staff to manage a discrete set of switches as a single networking fabric, and to automate workflows and integrate with third-party frameworks<sup>2</sup>.

References: 1: Aruba Fabric Composer | HPE Aruba Networking<sup>2</sup>: Introducing Aruba Fabric Composer | Atmosphere 2021

#### NEW QUESTION 3

What approach does Aruba Edge Service Platform (ESP) take towards IT operations?

- A. It applies machine learning to large data sets to identify issues and recommend fixes or optimizations automatically.
- B. It simplifies management by taking a one-size-fits all approach in which most settings are non-customizable.
- C. It relies on expert IT admins who work in specialized teams to manage their segment of the Aruba network.
- D. It uses a distributed analytics approach in which operators gain visibility into local issues.

**Answer: A**

#### Explanation:

Aruba ESP (Edge Services Platform) is a cloud-native platform that leverages artificial intelligence for IT operations (AIOps) to simplify and improve network operations across all edges. It uses machine learning to analyze data from various sources, such as network devices, users, applications, and security events, to provide insights, recommendations, and automation for network optimization and troubleshooting.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 15: "Aruba Central with AIOps provides AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications."
- Introducing Aruba ESP: "Aruba ESP (Edge Services Platform) is the industry's first cloud-native platform designed to automate, unify, and secure the Edge — using AI to spot and fix problems before they impact your business."
- What is Aruba Edge Services Platform (ESP)? - Comport: "How Does Aruba ESP Work? Aruba ESP has the capability to analyze unstructured data that users, devices and applications provide across all of a network's domains. This data is then used to curate contextual information about identity, location, applications in use and security posture to become hyper-aware of a network's operations."

#### NEW QUESTION 4

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 workers<sup>12</sup>.

References: 1: IT's Toughest Work From Home Challenges | HPE Aruba Networking<sup>2</sup>: Why HPE and Aruba Enterprise Networking? | HPE

#### NEW QUESTION 5

A customer states, " We've recently deployed a lot of "smart" wireless devices for building automation, and our current network isn't reliable enough for them." What should you conclude?

- A. You might have a good opportunity to sell HPE Aruba Networking Wi-Fi 6 or 6E and Aruba Central solutions to this customer.
- B. You should advise this customer to wait until Wi-Fi 7 is released to upgrade their network.
- C. You might have a good opportunity to sell HPE Aruba Networking Central to this customer, but probably not HPE Aruba Networking APs or switches.
- D. You should advise this customer to move the "smart" devices to Ethernet connections and deploy HPE Aruba Networking switches.

**Answer:** A

**Explanation:**

HPE Aruba Networking Wi-Fi 6 or 6E solutions are designed to provide fast, reliable, and secure wireless connectivity for smart devices and IoT applications. They support high-density environments, multi-gigabit speeds, and advanced features such as OFDMA and TWT<sup>12</sup>. HPE Aruba Networking Central is a cloud-based network management platform that simplifies and automates the deployment, configuration, and monitoring of wireless, wired, and SD-WAN networks<sup>3</sup>. It also provides AI-powered insights, automation, and security for the entire network<sup>3</sup>.

References: 1: Network Switches for Enterprise | HPE Aruba Networking<sup>2</sup>: Technical guide to Wi-Fi 6E and the 6 GHz band - Aruba<sup>3</sup>: Aruba Central for Cloud-managed networking | HPE Aruba Networking

**NEW QUESTION 6**

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 edges<sup>1</sup>. 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 from<sup>2</sup>. 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 Networking<sup>2</sup>: A network that's always protected, everywhere | HPE Aruba Networking

**NEW QUESTION 7**

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 8**

A senior IT manager tells you that she wants IT staff members to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking ESP deliver the senior IT manager's desired outcome?

- A. HPE Aruba User Experience Insight (UXI) helps IT to determine why data center applications are not performing as well as they should be.
- B. HPE Aruba Networking Edge-to-Cloud solutions rely on AI to automate the onboarding of devices.
- C. HPE Aruba Networking Central with AIOps accelerates IT troubleshooting by providing insights and recommendations that help remedy issues.
- D. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

**Answer:** C

**Explanation:**

HPE Aruba Networking Central with AIOps is a cloud-native network management platform that leverages artificial intelligence to provide insights, automation, and security for wired, wireless, and SD-WAN networks<sup>1</sup>. It helps IT staff to spend less time troubleshooting issues by using data-driven analytics, root cause analysis, and proactive remediation<sup>2</sup>. It also simplifies network troubleshooting with intuitive dashboards, action commands, and intelligent network insights<sup>34</sup>.

References: 1: HPE Aruba Central | HPE Aruba Networking<sup>2</sup>: AIOps for IT efficiency | HPE Aruba Networking<sup>3</sup>: Simplifying Network Troubleshooting | HPE Aruba Networking<sup>4</sup>: Optimize CX switch performance using HPE Aruba Networking Central

**NEW QUESTION 9**

You want to determine if a business decision-maker might be interested in HPE Aruba Networking Central with AIOps. What is a good topic to discuss?

- A. The cost to the business when network issues interfere with user productivity
- B. The benefits of better aligning the data center IT operations team with the development team
- C. The security benefits of applying intelligent access policies that follow users and devices
- D. The difference between machine learning and other forms of artificial intelligence (AI)

**Answer:** A

**Explanation:**

HPE Aruba Networking Central with AIOps is a cloud-native network management platform that leverages artificial intelligence to provide insights, automation, and security for wired, wireless, and SD-WAN networks<sup>1</sup>. A good topic to discuss with a business decision-maker is how HPE Aruba Networking Central with AIOps can help reduce the cost of network downtime, improve user experience, and optimize network performance<sup>2</sup>.

References: 1: HPE Aruba Central | HPE Aruba Networking<sup>2</sup>: AIOps for IT efficiency | HPE Aruba Networking

**NEW QUESTION 10**

Which customer requirement would HPE Aruba Networking Central with AIOps address?

- A. The customer needs to implement role-based security across the wired and wireless networks.
- B. The customer wants to develop sophisticated maps for location-based services.
- C. The customer's IT team is understaffed or underqualified to troubleshoot and optimize the network.
- D. The customer wants to allow users to access applications remotely.

**Answer:** C

**Explanation:**

HPE Aruba Networking Central with AIOps is a cloud-based networking solution that empowers IT with AI-powered insights, intuitive visualizations, workflow automation, and edge-to-cloud security to manage campus, branch, remote, data center, and IoT networks from one dashboard<sup>1</sup>. It can address the customer requirement of having an efficient and effective IT team by simplifying network operations, reducing manual tasks, providing proactive remediation, and optimizing network performance<sup>2</sup>.

References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking<sup>2</sup>: AIOps for IT efficiency | HPE Aruba Networking

**NEW QUESTION 10**

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