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 provisioning12. This reduces the time and cost of setting up new branches, and ensures consistent and secure network policies across all sites3. References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking2: Aruba EdgeConnect MicroBranch | HPE Aruba Networking3: Retail Networking Solutions | HPE Aruba Networking

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
What is one way that HPE Aruba Networking ESP (Edge Services Platform) helps customers reduce operational costs?

A. Customers can use HPE Aruba Networking NetEdit to manage multiple wired and wireless devices from a single console.
B. HPE Aruba Networking ESP offloads all network management to common third-party solutions that customers likely already use.
C. AI embedded in HPE Aruba Networking Central helps IT to troubleshoot more quickly and solve issues before they cause larger problems
D. HPE Aruba Networking ESP solutions are plug-and-play and do not require any ongoing management.

Answer: C

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 the ways that it helps customers reduce operational costs is by embedding AI in HPE Aruba Networking Central, which is a cloud-based network management solution. HPE Aruba Networking Central with AIOps uses data-driven analytics, root cause analysis, and proactive remediation to help IT troubleshoot issues faster, optimize network performance, and improve user experience23.
References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking3: Aruba Central for Cloud-managed networking | HPE Aruba Networking

NEW QUESTION 4
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 cloud1. 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 breakout23.
References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking2: HPE ARUBA NETWORKING EDGECONNECT SD-WAN FAMILY - DATASHEET3: Improve Application Performance | HPE Aruba Networking

NEW QUESTION 5
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 storage1. 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 frameworks2.
References: 1: Aruba Fabric Composer | HPE Aruba Networking2: Introducing Aruba Fabric Composer | Atmosphere 2021

NEW QUESTION 6
Which characteristic indicates a good opportunity for an HPE GreenLake for Aruba solution?

A. Preferring to use network equipment beyond typical refresh cycles
B. Being focused on budget and price-per-unit
C. Preferring in-house support and maintenance
D. Being under pressure to prove regulatory compliance

Answer: D

Explanation:
HPE GreenLake for Aruba is a network-as-a-service (NaaS) solution that enables customers to consume HPE Aruba Networking solutions as a service with HPE GreenLake for Networking. It provides customers with the flexibility, scalability, and security of a cloud- like experience, while reducing capital expenditures and operational costs1. One of the characteristics that indicates a good opportunity for this solution is being under pressure to prove regulatory compliance, as HPE GreenLake for Aruba helps customers meet compliance requirements such as SOC 2 Type 2, PCI DSS, HIPAA, and GDPR by providing secure and auditable network services23.
References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking2: Fortifying the digital frontier with NaaS SOC 2 Type 2 certification3: HPE GreenLake for Aruba partner benefits

NEW QUESTION 7
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 8
What is one feature that sets HPE Aruba Networking location-based services apart from the competition?

A. HPE Aruba Networking offers developers access to a GitHub with example scripts for automating the placement of APs on local maps.
B. The latest HPE Aruba Networking APs can locate themselves with GPS and help automate the placement of APs on maps.
C. The latest HPE Aruba Networking switches provide location-based services so customers can unify wired and wireless services.
D. HPE Aruba Networking offers specialized devices for delivering location-based services, rather than using APs.

Answer: B

Explanation:
HPE Aruba Networking location-based services provide geographic context for applications
such as wayfinding, asset tracking, and marketing campaigns. One of the features that sets them apart from the competition is that the latest HPE Aruba Networking APs can automatically locate themselves using GPS and help automate the placement of APs on maps, eliminating the need for costly and error-prone manual surveys12.
References: 1: Location Services | Meridian, Tags & Beacons | HPE Aruba Networking2: Bring the ease and accuracy of GPS to indoor location services

NEW QUESTION 9
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 networks1. It helps IT staff to spend less time troubleshooting issues by using data-driven analytics, root cause analysis, and proactive remediation2. It also simplifies network troubleshooting with intuitive dashboards, action commands, and intelligent network insights34.
References: 1: HPE Aruba Central | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking3: Simplifying Network Troubleshooting | HPE Aruba Networking4: Optimize CX switch performance using HPE Aruba Networking Central

NEW QUESTION 10
How does selling HPE GreenLake for Aruba solutions benefit Channel selling partners?

A. They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.
B. They can sell HPE Aruba Networking ESP solutions not available as traditional purchases.
C. They can convert their existing customers to lease agreements to extend the customer engagement.
D. They can add another source of income by increasing their annual recurring revenue.

Answer: D

Explanation:
HPE GreenLake for Aruba is a network-as-a-service (NaaS) solution that enables customers to consume HPE Aruba Networking solutions as a service with HPE GreenLake for Networking. It provides customers with the flexibility, scalability, and security of a cloud- like experience, while reducing capital expenditures and operational costs1. For channel selling partners, HPE GreenLake for Aruba benefits them by providing them with a new source of income by increasing their annual recurring revenue, as well as unlocking new revenue and margin opportunities by offering value-added services to their customers23. References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking2: HPE GreenLake for Aruba partner benefits3: Hewlett Packard Enterprise introduces channel programs and new HPE GreenLake cloud services to help partners deliver the cloud experience everywhere

NEW QUESTION 10
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 networks1. 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 performance2.
References: 1: HPE Aruba Central | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking

NEW QUESTION 15
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