



**HP**

## **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 a use case for HPE Aruba Networking Central with AIOps?

- A. Simplifying the architecture of a data center attached to the campus.
- B. Finding network connectivity and performance issues before they impact business-critical apps.
- C. Upgrading the network more frequently by leasing, rather than purchasing, infrastructure devices.
- D. Enhancing the deployment of IoT devices by delivering an analytics platform at the edge.

**Answer: B**

#### Explanation:

HPE Aruba Networking Central with AIOps is a cloud-native network management solution that leverages artificial intelligence to provide full-stack insights for enhanced root cause analysis, 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. 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."  
•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."  
•HPE Aruba Networking simplifies IT operations with AIOps-driven cloud management and new network-as-a-service capabilities available on HPE GreenLake: "To alleviate time spent on network troubleshooting and optimization, the HPE Aruba Networking Central cloud network management platform has been redesigned to simplify operations and improve productivity by leveraging artificial intelligence for IT operations (AIOps) to reduce manual tasks, so stretched networking teams can focus on more strategic and higher-value projects."  
•HPE Aruba network platforms gain AIOps, Agile NaaS: "The next generation of HPE Aruba Networking Central will leverage artificial intelligence for IT operations (AIOps), providing AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment and recommendations."

### NEW QUESTION 3

What is one of the advantages of selling HPE GreenLake for Aruba NaaS Service Packs?

- A. They are the only HPE GreenLake for Aruba solutions that include Customer Experience Management at no extra cost.
- B. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
- C. They simplify the process of designing and selling network-as-a-service solutions to customers.
- D. They enable you to customize network as-a-service solutions as needed to meet customer requirements.

**Answer: C**

#### Explanation:

HPE GreenLake for Aruba NaaS Service Packs are pre-defined bundles of HPE Aruba Networking solutions that can be consumed as a service with HPE GreenLake for Networking. They simplify the process of designing and selling network-as-a-service solutions to customers by providing a standardized and easy-to-quote solution for common use cases, such as hybrid work, connected retail, and hybrid learning<sup>12</sup>. References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking | HPE Aruba Networking<sup>2</sup>: HPE GreenLake for Aruba networking – NaaS Service Packs - PSNow

### NEW QUESTION 4

You have recently upgraded a customer's campus network with HPE Aruba Networking CX switches. How might you pursue an additional opportunity?

- A. Discuss whether the customer is interested in enhancing users' experience with the location-based services embedded in HPE Aruba Networking CX switches.
- B. Discuss whether the customer is deploying new, more demanding applications, which might mean that it is time to upgrade the new switches again.
- C. Investigate opportunities for selling additional CX Advanced licenses or Advanced Central subscriptions to unlock advanced switching features.
- D. Investigate whether the customer needs an upgrade to their data center network, explaining that HPE Aruba Networking offers the same switching OS and operating model for the data center.

**Answer: D**

#### Explanation:

HPE Aruba Networking CX switches are designed to deliver a consistent and simplified operating experience across the campus and data center networks, using the same cloud-native operating system (AOS-CX), management platform (Aruba Central), and automation tools (NetEdit and Fabric Composer)<sup>12</sup>. This can help the customer to reduce complexity, improve efficiency, and ensure high availability in their data center network. HPE Aruba Networking CX switches also support advanced features such as EVPN, VXLAN, and MLAG for data center fabrics<sup>3</sup>. References: 1: The Aruba CX Switching Portfolio | HPE Aruba Networking<sup>2</sup>: HPE Aruba Networking CX Switches - Hewlett Packard Enterprise<sup>3</sup>: HPE Aruba

### NEW QUESTION 5

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 6

What is one way you can differentiate HPE Aruba Networking AIOps from the competition?

- A. HPE Aruba Networking is the only vendor that has more than 5 years of proven domain expertise creating machine learning models.
- B. HPE Aruba Networking is the only vendor that applies AIOps to SD-Branch solutions.
- C. HPE Aruba Networking AIOps accesses an extensive telemetry data lake to provide IT staff with useful insights to act upon.
- D. HPE Aruba Networking AIOps is based on open standards, rather than proprietary technology.

**Answer: C**

#### Explanation:

HPE Aruba Networking AIOps is a cloud-based solution that leverages artificial intelligence and machine learning to provide insights, automation, and security for wired, wireless, and SD-WAN networks<sup>1</sup>. One way you can differentiate it from the competition is by highlighting its access to an extensive telemetry data lake, which collects and analyzes data from millions of devices and hundreds of thousands of networks around the world<sup>2</sup>. This enables HPE Aruba Networking AIOps to provide IT staff with useful insights, such as network performance optimization, device classification, user experience monitoring, and proactive remediation<sup>3</sup>.

References: 1: Management and Operations | HPE Aruba Networking<sup>2</sup>: The Aruba AIOps Advantage | HPE Aruba Networking<sup>3</sup>: AIOps Solution Overview | HPE Aruba Networking

### 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 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 8

What is one impact of Internet of Things (IoT) on customer environments?

- A. IoT consistently shifts network traffic away from the wireless network and towards the wired network.
- B. IoT helps customers minimize their vulnerability to attacks at the edge.
- C. IoT increases the number of devices that edge networks must accommodate.
- D. IoT decreases network utilization at the edge and increases utilization in the cloud.

**Answer: C**

#### Explanation:

Internet of Things (IoT) is the term used to describe the network of physical objects that are embedded with sensors, actuators, and connectivity to exchange data with other devices and systems over the internet. IoT devices can range from smart home appliances, wearable devices, industrial machines, vehicles, and more. IoT has a significant impact on customer environments, as it increases the number of devices that edge networks must accommodate, manage, and secure. Edge networks are the networks that connect users and devices to the core network and the cloud. As IoT devices proliferate, edge networks face challenges such as scalability, performance, reliability, security, and visibility.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: “Internet of Things (IoT) is the term used to describe the network of physical objects that are embedded with sensors, actuators, and connectivity to exchange data with other devices and systems over the internet.”

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: “Edge networks are the networks that connect users and devices to the core network and the cloud. They include campus, branch, remote, data center, and IoT networks.”
- Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: “As IoT devices proliferate, edge networks face challenges such as scalability, performance, reliability, security, and visibility.”
- What is IoT: The Internet of Things explained | McKinsey: “IoT uses a variety of technologies to connect the digital and physical worlds. Physical objects are embedded with sensors—which can monitor things like temperature or motion, or really any change in environment—and actuators—which receive signals from sensors and then do something in response to those changes.”
- How Is the Internet of Things Changing Our Lives?: “The Internet of Things (IoT) is changing our lives in many ways. It is transforming how we work, play, learn, and communicate. It is also creating new opportunities and challenges for businesses, governments, and society.”

#### NEW QUESTION 9

You are discussing a network upgrade with a mid-sized customer. The customer is worried about future-proofing the network. What should you explain about HPE Aruba Networking ESP?

- A. The customer will need to replace APs to migrate from a mid-sized to an enterprise architecture; however, HPE Aruba Networking offers buy-back incentives.
- B. HPE Aruba Networking makes it easy for customers to obtain enterprise-level features on existing switches; the customers must simply purchase Enterprise licenses.
- C. The customer can easily expand from a mid-sized to an enterprise deployment using the same HPE Aruba Networking Central management platform.
- D. HPE Aruba Networking can guarantee the customer access to future Wi-Fi standards through software upgrades rather than hardware upgrades.

**Answer: C**

#### Explanation:

HPE Aruba Networking ESP (Edge Services Platform) is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all network domains. It is designed to scale from small to large deployments, and to support customers' evolving business needs and technologies. HPE Aruba Networking Central is the single pane of glass for managing Aruba ESP, and 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. Customers can use the same HPE Aruba Networking Central platform to manage their network regardless of the size, complexity, or location of their network.

#### References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 12: “Aruba ESP is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all network domains. It is designed to scale from small to large deployments, and to support customers' evolving business needs and technologies.”
- 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 ESP (Edge Services Platform) | HPE Aruba Networking: “Aruba ESP (Edge Services Platform) | HPE Aruba Networking Home / Solutions / Aruba ESP Connect and secure your edges with a single unified platform HPE Aruba Networking Edge Services Platform (ESP) is a network architecture that unifies infrastructure, security, policies, and AI-powered management across all your edges. Read the solution brief Challenges Benefits How it works Customers Resources Apply consistent security policies across your network From highly confidential to top secret environments, ESP delivers secure connectivity from edge to cloud, leveraging Zero Trust and SASE security. Global policy orchestration, granular visibility, and device profiling ensure Zero Trust Unified SASE (SD-WAN & SSE) capabilities optimize QoS, routing, and traffic inspection Awarded various Common Criteria, FIPS-140 and FedRAMP certifications 150+ third party security integrations (i.e., FW, SSE, UEM, SIEM) Get the eBook Harness the potential of your Edge locations Advance the priorities of your business today and tomorrow with a network architecture that is: Unified AI-powered IT Secure Agile Exploring the ROI of Cloud-managed Networking with Aruba Central IT teams face higher levels of network complexity due to work-from-home initiatives, more IoT devices, and new cloud applications. Networks are becoming harder to troubleshoot, while the use of siloed management tools inhibits IT agility and increases risk of errors or downtime. Explore the infographic Read the blog Powering Hybrid Work in 2023 Explore Leesman data-driven insights into optimizing modern work and workplaces. Learn why hybrid work is here to stay, how office space investments are changing, and what IT infrastructure and operations are increasingly agile to keep pace with a dynamic workplace environment. Read the eBook Get the full report HPE (Aruba) is again named a Leader in the 2022 Gartner® Magic Quadrant™ for Enterprise Wired and WLAN Infrastructure For the 17th consecutive time, HPE (Aruba) has been named a Leader in the 2022 Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure. Get the report Edge transformation in action Convert your edge data into new business outcomes HPE Aruba Networking ESP is a cloud-native architecture built for the Intelligent Edge. Hover over the numbers to learn how each element helps you gain deeper insights into the potential of your Edge data. Related resources Aruba ESP and IoT Aruba ESP can help you accelerate digital transformation, with a future-proof hyper-aware network that combines IT and IoT on a single platform. Watch the video Network as a Service enables flexible consumption of secure and agile enterprise networks As an IDC analyst paper sponsored by Aruba, this paper provides insights into NaaS today based on a survey of over 1000 North American IT and networking professionals and their plans around the implementation and usage of NaaS. Read the whitepaper A network that's always protected, everywhere Aruba ESP increases protection levels while simplifying operations by applying the principles of Edge-to-cloud security, featuring a built-in foundation for Zero Trust and SASE frameworks.”

#### NEW QUESTION 10

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 applications<sup>1</sup>. 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 control<sup>2</sup>.

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

#### NEW QUESTION 10

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 11**

You think a customer might be a good candidate for HPE Aruba Networking EdgeConnect. You are having a conversation with two network admins, who are key technical influencers.

What is one

good topic to discuss with these customers, based on their persona?

- A. Why on-prem security solutions are superior to cloud-delivered security.
- B. The customer's disaster recovery plan in case of widespread natural disaster.
- C. How much time they spend getting branch sites set up and troubleshooting issues.
- D. Why MPLS is a superior technology as compared to other WAN technologies.

**Answer:** C

**Explanation:**

HPE Aruba Networking EdgeConnect is a secure SD-WAN solution that simplifies and accelerates the deployment and management of branch networks. It enables network admins to centrally orchestrate business policies, automate provisioning, and monitor network performance and security from a single dashboard<sup>1</sup>. It also reduces the time and cost of troubleshooting issues by using AI-powered insights and recommendations<sup>2</sup>. A good topic to discuss with network admins is how HPE Aruba Networking EdgeConnect can help them save time and resources, and improve their productivity and efficiency. References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking<sup>2</sup>: AIOps for IT efficiency | HPE Aruba Networking

**NEW QUESTION 16**

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 costs<sup>1</sup>. 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 customers<sup>2,3</sup>. References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking<sup>2</sup>: HPE GreenLake for Aruba partner benefits<sup>3</sup>: Hewlett Packard Enterprise introduces channel programs and new HPE GreenLake cloud services to help partners deliver the cloud experience everywhere

**NEW QUESTION 17**

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 21**

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