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HPE2-W07

Selling Aruba Products and Solutions



Question: 108

Which preference can help to qualify a customer for an Aruba as-a-Service solution?

- A. Preference for relatively long network refresh intervals
- B. Preference for commodity hardware
- C. Preference for in-house network management
- D. Preference for the newest technology

Answer: A

Question: 109

A customer wants an Aruba Zero Trust Security solution that provides authentication and role-based access control.

What are the minimum components required for this solution?

- A. Unified Infrastructure and Aruba ClearPass Policy Manager
- B. Aruba ClearPass Device Insight and Aruba 360 Security Exchange
- C. Aruba Unified Infrastructure and Aruba 360 Security Exchange
- D. Aruba ClearPass Policy Manager and Aruba ClearPass Device Insight

Answer: C

Question: 110

What is a trend that is making it more difficult for customers to secure their networks?

- A. Customers lack options for firewalls, intrusion detection systems (IDS), and intrusion protection systems (IPS).
- B. Customers are connecting more IoT devices to their network, and the devices quickly come under attack.
- C. Laptops are making up a higher proportion of connected devices than ever, and laptop security is weak.
- D. Industry analysts are de-emphasizing perimeter security, but perimeter security remains the most important aspect of security.

Answer: D

Question: 111

According to Aruba, what is a key sales strategy for pursuing data center opportunities?

- A. Listen for opportunities to refresh servers or to increase speed at the top of the rack, then extend the conversation to enhancing automation and visibility.
- B. Look for large cloud providers who need high availability, and emphasize Aruba CX features such as Virtual Switching Framework (VSF).
- C. Look for large data centers with hundreds of racks, and help the customer see how Aruba data center solutions will simplify the network architecture and management.
- D. Use the fact that Aruba CX switches are designed to work exclusively with other Aruba products to lock competing switches out of customers' data centers.

Answer: C

Question: 112

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

Question: 113

You have proposed an Aruba ESP (Edge Services Platform) Unified Infrastructure solution to a customer. The customer is also considering a Juniper/Mist solution.

What is one Aruba advantage that you should emphasize?

- A. Mist does not offer any Wi-Fi 6 APs while Aruba has a broad portfolio of APs that support Wi-Fi 6.
- B. Mist does not offer any AI Ops capabilities while Aruba ESP offers AI Ops in addition to Zero Trust Security.
- C. Juniper and Mist are still largely separate. Aruba AP and switch solutions are truly unified, with features like Dynamic Segmentation.
- D. Juniper is focused on the SMB space, where it has the most experience, while Aruba offers solutions for companies of all sizes from small to large.

Answer: D

Question: 114

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

Question: 115

Which correctly describes trends in SMB spending on IT?

- A. Very few SMBs consider security when making IT budgetary decisions; they tend to focus on performance to the exclusion of all else.
- B. SMB IT spending tends to take longer to recover after a downturn when compared to overall IT spending.
- C. A majority of SMBs are planning to delay upgrades and instead allocate their budget to improving management.

D. Despite economic downturns, a majority of SMBs are planning to replace IT infrastructure.

Answer: C

Question: 116

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

Question: 117

An SMB has ArubaOS switches and Aruba Instant APs. The company is growing and wants to simplify deploying and managing the infrastructure devices.

What should you explain?

- A. Aruba switches and APs can integrate with third-party SEIM solutions to simplify management.
- B. Aruba AirWave is specifically designed as a management tool for SMB customers such as this.
- C. Aruba Mobility Master (MM) can manage the Instant APs and simplify deployment.
- D. Aruba Central provides simple cloud-based management and Zero Touch Provisioning (ZTP).

Answer: D

Question: 118

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

Question: 119

You are proposing an Aruba wired and wireless solution to a customer. After a discussion about Aruba ClearPass and IntroSpect, a member of the security team asks about security measures that go beyond software solutions.

What is one advantage of Aruba Secure Infrastructure that you should emphasize to this technical influencer?

- A. Silicon root of trust creates a digital fingerprint in the silicon of ArubaOS switches to ensure they will never boot with compromised hardware.
- B. Connectivity Health collects and compiles information about switch configuration, protocol, and system state and

uses machine learning to compare this information to baseline figures.

C. An Aruba infrastructure reduces the likelihood traffic can be intercepted with centralized encryption and deep packet inspection.

D. Aruba controlled APs maintain a distributed policy engine that defines who and what devices can connect to which data, infrastructure, and applications.

Answer: C

Question: 120

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

Question: 121

Which benefit does an HPEFS Accelerated Migration service provide for a customer?

A. It provides workshops and consulting services, helping customers to understand how to use new technologies strategically.

B. It enables the customer to obtain additional value from legacy infrastructure that is ready to be retired.

C. It enables the customer to offload networking management to Aruba experts in a Network Operations Center (NOC).

D. It provides deployment and installation services for new solutions, lowering risks for customers.

Answer: C

Question: 122

What is one challenge that is pushing customers toward SD-WAN solutions?

A. need to move to exclusive MPLS for branch connections

B. lack of control over and visibility into WAN traffic

C. insufficient security expertise in IT staff at branches

D. too few products and solutions at the branches across their WAN

Answer: A

Question: 123

What is one characteristic of HPE and Aruba Edge-to-Cloud Solutions?

- A. They provide RESTful APIs to make them open to easy integration with other applications.
- B. They use a proprietary approach to technology to ensure that customers deploy HPE and Aruba from end to end.
- C. They are designed for zero touch management in which IT admins do not need to customize any features.
- D. They offer a better ROI when purchased through capital expenditures than when consumed as a service.

Answer: A

Question: 124

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

Question: 125

A customer is concerned about unique Aps and wireless denial of service (DoS) attacks.

Which Aruba security feature should you discuss?

- A. Policy Enforcement Firewall (PEF)
- B. IntroSpect
- C. deep Packet Inspection (DPI)
- D. RFProtect

Answer: D



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