



**Vendor:** HP

**Exam Code:** HPE2-W07

**Exam Name:** Selling Aruba Products and Solutions

**Version:** DEMO

#### QUESTION 1

What is one way Aruba solutions help customers overcome visibility challenges in the data center?

- A. Aruba CX Network Analytics Engine (NAE) provides continuous monitoring and alerts that help IT quickly discover issues and their root causes.
- B. Aruba ClearPass Device insight helps customers map applications' flow across both virtual and physical networks.
- C. Aruba NetEdit gives customers visibility into the data center network from virtual machines (VMs) all the way across virtual and physical networks.
- D. Aruba User Experience insight (UXI) helps IT to determine why data center applications are not performing as well as they should be.

**Answer: A**

#### QUESTION 2

You are proposing a Managed Connectivity Services (MCS) solution to a customer. What benefit should you explain that Aruba Services Manager (ASM) provides as part of this solution?

- A. It provides essential support entitlements with a range of flexible options for hardware replacement.
- B. It grants customers visibility into their network infrastructure, speeding up tasks such as threat assessment.
- C. It gives customers a single-pane-of-glass solution for managing contextual access policies for both wired and wireless access.
- D. It enables customers to bundle Aruba support services with support services for integrated third-party tools.

**Answer: B**

#### QUESTION 3

What is a reason that customers should choose Aruba for Zero Trust Security solutions?

- A. Aruba has a long history of device-specific security solutions.
- B. Aruba provides a list of preferred providers for complementary stand-alone security solutions.
- C. Aruba has extensive experience in network security and has created easy-to-use solutions.
- D. Aruba started as a security vendor, so every wired and wireless infrastructure device has a built-in firewall.

**Answer: D**

#### QUESTION 4

What is a key reason that companies are turning to cloud-based network management?

- A. They need a way to keep all of their data on-prem in the company data center.
- B. They need management solutions that are faster to deploy and easier to scale.
- C. They need specialized management tools for the different segments of their network.
- D. They need tools that are free to use so that they can reduce their operating budgets.

**Answer: A**

#### QUESTION 5

You are proposing an Aruba ESP (Edge Services Platform) solution for a customer's campus. The solution includes a Unified Infrastructure with Aruba APs, Aruba gateways, and Aruba CX switches. The customer asks about the protection that the solution will provide for real-time and mission-critical applications.

What is one key point that you should make?

- A. Aruba Central can be deployed as an active-standby cluster at the customer's site to protect applications from downtime.
- B. Active/active clustering in gateways and Virtual Switching Extension (VSX) in Aruba CX switches protect these applications from downtime.
- C. The customer only needs to be concerned about gateway redundancy, and redundant gateways protect traffic with active-standby operation.
- D. Air Slice in Aruba APs and Aruba CX switches provide end-to-end protection for these applications.

**Answer: C**

#### QUESTION 6

What is a common pressure that IoT devices are placing on corporate networks?

- A. Because IoT devices tie up the network but generate very little traffic, they decrease the amount of valuable edge data.
- B. Companies are spending a large portion of their network budget on IoT devices, but IoT usually fails to yield business benefits.
- C. Specialized IT or operations staff hired to manage the IoT devices do not understand how to properly manage network infrastructure.
- D. IoT devices often present a weak point that hackers can target to gain unauthorized access to a network.

**Answer: B**

#### QUESTION 7

You are beginning a conversation about Aruba ESP with a customer. You ask about the size of the IT team and the tasks on which the team spends its time. What goal should you be trying to achieve with this question?

- A. Explaining to the customer why the company needs to expand its IT team to stay competitive
- B. Revealing that the IT team lacks expertise and presents a good opportunity for you to upsell Aruba Training Solutions
- C. Determining whether the customer has a large enough IT team to be able to succeed with a complex enterprise solution like ESP
- D. Discussing with the customer how IT could achieve more if resources were freed up by Aruba Central

**Answer: A**

#### QUESTION 8

What is one differentiator that makes Aruba the best choice for Zero Trust Security?

- A. Aruba Zero Trust Security focuses on scanning devices before they connect and avoids continuous monitoring to save resources,.
- B. Aruba began its business as a security vendor, which allows it to provide the perimeter defenses that Zero Trust Security requires.
- C. Aruba reduces visibility into the network so that no one IT admin has a complete picture of the network and inventory.
- D. Aruba Zero Trust Security segments users and devices traffic at the point of connection to implement granular, access-based controls.

**Answer: C**

**QUESTION 9**

about network performance. IT wants to automate processes for troubleshooting and ensure the network is optimized.

Based on this information, what solution should you discuss?

- A. Aruba Dynamic Segmentation
- B. Aruba AI Search
- C. Aruba ClearPass Device Insight
- D. Aruba AI Insight

**Answer: D**

**QUESTION 10**

A customer investigating the Aruba SD-Branch solution asks about how the solution will improve WAN performance. What is one answer you should give?

- A. Aruba User Experience Insight (UXI) sensors continuously monitor the WAN and suggest settings to optimize.
- B. Aruba ClearPass Integrates Aruba branch gateways with best-in-industry, third-party WAN optimization solutions.
- C. Aruba CX switches provide the WAN uplinks and offer optimized, fast-converging routing technologies.
- D. Aruba gateways support WAN compression to help the customer get more out the WAN bandwidth.

**Answer: D**

**QUESTION 11**

What should you tell customers about Aruba AIOps' advantages versus Mist?

- A. While Mist offers features for enhancing troubleshooting, it does not offer AI or remediation guidance.
- B. Aruba AIOps benefits from a much larger data set that ensures problems are more accurately identified, dynamic baselines cut down on alert fatigue, and recommendations are based on AI models, not basic monitoring analytics
- C. Mist AIOps capabilities derive from Juniper, and Mist and Juniper are not well integrated.
- D. Mist uses machine learning from large data sets for its AIOps solution, while Aruba AIOps uses a more powerful quantum computing approach that requires less data.

**Answer: A**

**QUESTION 12**

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 13**

What is one benefit to you, as an Aruba Partner, of selling Aruba switches, as well as Aruba APs?

- A. This approach will help you to stay focused on selling network Infrastructure hardware without being distracted by trying to attach software cross-sells or as-a-Service deals.
- B. You can pursue more deals, as the wired total addressable market (TAM) is larger than the wireless one.
- C. You can help the customer simplify the architecture and save money, as Aruba switches provide many of the same features as Aruba gateways.
- D. This approach is the only way that you can pursue mobility opportunities for customers with Cisco switches, as Aruba APs are incompatible with Cisco switches.

**Answer: C**

**QUESTION 14**

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 15**

What is an example of how Aruba Central improves day-to-day network operations?

- A. It offers a simple interface and self-service portal. In which users can log In and easily solve their issues on their own.
- B. It gives IT visibility across the complete network so that IT can better determine the source of issues.

- C. It gives IT deep visibility into issues on the server-side, whether servers are on-prem or in the cloud.
- D. It provides agents, which IT can Install on endpoints to automatically remediate network issues.

**Answer: D**

**QUESTION 16**

A customer wants to deploy components of Aruba ESP (Edge Services Platform) but does not have the resources to Implement all components of Aruba ESP at once. Which attribute should they start with?

- A. Analyzing and acting on network insights from Aruba AIOps
- B. Protecting the network with Aruba Zero Trust Security
- C. Connecting their people and devices at the edge with Aruba Unified Infrastructure
- D. Creating customized user experiences with Aruba Meridian

**Answer: C**

**QUESTION 17**

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 18**

Your customer's IT department is under pressure to show a faster time-to-value for network Infrastructure products, such as the campus APs and switches. How can you help the customer address this challenge?

- A. Offer an Aruba Managed Connectivity Services (MCS) solution to let the customer exchange upfront costs for predictable monthly billing and seamless expansions.
- B. Offer Aruba Fabric Composer (AFC) to enable the IT department to deploy the wired and wireless network more quickly and with fewer risks of error.
- C. Offer Aruba Net Edit to help IT to assess vulnerabilities across the wired and wireless network, to automatically mitigate those vulnerabilities and reduce security costs.
- D. Offer Aruba ClearPass Device Insight to enable the IT department to gain visibility into the APs and switches, and demonstrate their business value.

**Answer: A**

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