Vendor: HP

Exam Code: HPE2-W12

Exam Name: Selling HPE Aruba Networking Solutions

Version: DEMO

QUESTION 1
What is one business outcome that HPE Aruba Networking Dynamic Segmentation helps customers achieve?

A. Separating different types of users' traffic without complex manual configuration.
B. Optimizing performance using actionable recommendations provided by HPE Aruba Networking Central.
C. Pushing location-based services to many different types of wireless and Bluetooth clients.
D. Running network upgrades on a rolling basis to reduce downtime and maintenance windows.

Answer: A
Explanation:
Aruba's Dynamic Segmentation enables organizations to automatically separate and secure traffic for different users, devices, and applications without requiring complex VLANs or manual configuration. It applies consistent security and access policies across wired and wireless networks, simplifying operations and ensuring least-privilege access.

QUESTION 2
Which approach should you take when selling the value of AI for networking capabilities in HPE Aruba Networking Central?

A. Focus on explaining the difference between machine learning and other forms of artificial intelligence.
B. Show how it can better align the data center IT operations team with the application development team.
C. Describe how it helps customers apply intelligent access policies across the network, reducing organizations' overall risk.
D. Explain how it identifies network issues before they affect users, eliminates manual troubleshooting, and provides tips for network optimization.

Answer: D
Explanation:
Aruba Central's AI for Networking capabilities focus on proactively detecting issues before they impact end-users, automating troubleshooting, and offering prescriptive recommendations for optimization. This messaging resonates with customers by highlighting tangible outcomes--reduced downtime, faster resolution, and improved IT efficiency.

QUESTION 3
What is one use case for HPE Aruba Networking Central with AI for Networking?

A. Providing recommendations to optimize the network based on site comparisons.
B. Enhancing the deployment of IoT devices by delivering an analytics platform at the edge.
C. Enhancing custom applications developed in-house by integrating AI into the apps.
D. Simplifying the architecture of a data center attached to the campus.

Answer: A
Explanation:
Aruba Central with AI for Networking leverages AI Insights and AI-powered benchmarking to compare site performance and provide prescriptive recommendations. This enables IT teams to identify underperforming sites, optimize configurations, and ensure consistent user experience across distributed environments.

QUESTION 4
What is one advantage of HPE Aruba Networking private 5G?

A. It simplifies deployment by providing a one-size-fits-all solution.
B. Organizations can repurpose their existing HPE Aruba Networking APs for private 5G.
C. It provides a complete solution for ultra-reliable, high-performance connectivity.
D. Organizations can manage their 5G network with HPE Aruba Networking Fabric Composer.

Answer: C
Explanation:
HPE Aruba Networking private 5Gdelivers a comprehensive solution for ultra-reliable, high-performance wireless connectivity. It is designed for environments where Wi-Fi alone may not be sufficient, such as industrial IoT, manufacturing, ports, healthcare, and large-scale enterprise campuses. The solution ensures low latency, high availability, and secure connectivity tailored for mission-critical applications.

QUESTION 5
How does selling HPE GreenLake for Networking solutions benefit Channel partners?

A. They can sell HPE Aruba Networking solutions that are not available as traditional purchases.
B. They can convert their existing customers to lease agreements to extend the customer engagement.
C. They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.
D. They can include their company's services as part of an HPE GreenLake for Networking solution.

Answer: D
Explanation:
HPE GreenLake for Networking is aconsumption-based, as-a-service model that allows channel partners to embed and sell their own services as part of the overall solution. This strengthens partner value by enabling differentiation, recurring revenue streams, and deeper customer relationships.

QUESTION 6
What is one way that HPE Aruba Networking Central helps to simplify protecting the network?

A. By integrating with HPE Aruba Networking private 5G solutions to automatically enhance the security for Wi-Fi 5, 6, and 7 devices
B. By providing a "sandbox" environment, in which traffic can be safely inspected for malware
C. By providing policy recommendations that admins can quickly preview and apply
D. By automatically adding rules to role-based access control policies in response to new types of threats

Answer: C
Explanation:
Aruba Central leverages AI-powered insights and automation to recommend security and access policies that administrators can preview and apply directly. This helps simplify policy management and ensures consistent enforcement without requiring manual configuration for every change.

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