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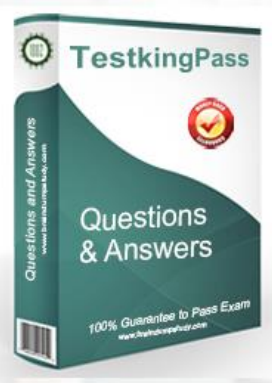
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Exam : **HPE2-W07**

Title : **Selling Aruba Products and Solutions**

Vendor : **HP**

Version : **DEMO**

NO.1 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 deep visibility into issues on the server-side, whether servers are on-prem or in the cloud.
- C.** It provides agents, which IT can install on endpoints to automatically remediate network issues.
- D.** It gives IT visibility across the complete network so that IT can better determine the source of issues.

Answer: D

Explanation:

It gives IT visibility across the complete network so that IT can better determine the source of issues². Aruba Central offers a simple interface and self-service portal for users to log in and easily solve their issues on their own, but that is not an example of how it improves day-to-day network operations.

NO.2 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.** Creating customized user experiences with Aruba Meridian
- B.** Protecting the network with Aruba Zero Trust Security
- C.** Analyzing and acting on network insights from Aruba AIOps
- D.** Connecting their people and devices at the edge with Aruba Unified Infrastructure

Answer: D

Explanation:

Connecting their people and devices at the edge with Aruba Unified Infrastructure¹. Aruba ESP (Edge Services Platform) is a cloud-native platform that enables you to accelerate digital business transformation through automated network management, Edge-to-cloud security, and predictive AI-powered insights². Aruba Unified Infrastructure is the foundation of Aruba ESP that unifies multiple network elements for centralized management and control³.

NO.3 What is a key fact that is preventing companies from moving their workloads to the edge?

- A.** Not enough data being generated at the edge and moving data from the data center is expensive
- B.** IT is concerned about the security implications of moving workloads to the edge
- C.** An increasing number of IoT devices are connected to the network and require cloud connections
- D.** IT leaders don't understand the value of moving workloads to the edge

Answer: B

- 1. An increasing number of IoT devices are connected to the network and require cloud connections
- 2. IT leaders don't understand the value of moving workloads to the edge
- 3. IT is concerned about the security implications of moving workloads to the edge
- 4. An increasing number of IoT devices are connected to the network and require cloud connections
- 5. IT leaders don't understand the value of moving workloads to the edge
- 6. Not enough data being generated at the edge and moving data from the data center is expensive

Explanation:

IT is concerned about the security implications of moving workloads to the edge because it exposes more data and devices to potential threats. According to a survey by IDC and Lumen Technologies,

72% of IT leaders cited security as their top challenge for edge computing.

NO.4 What is an appropriate use case for pursuing an Aruba Instant On opportunity?

- A.** A dentist office wants to provide wireless access for employees and guests, while maintaining high security.
- B.** A retailer has hundreds of stores, each of which needs to connect just two to five devices to a main headquarters.
- C.** A financial institution has dozens of branches that need to connect to cloud services and data center services securely.
- D.** A software development company with about 300 employees wants to improve wireless network performance and simplify management.

Answer: A

Explanation:

A dentist office wants to provide wireless access for employees and guests, while maintaining high security¹. Aruba Instant On is designed for small businesses that need simple and affordable network solutions with enterprise-grade security features²⁶.

NO.5 Which Aruba solution uses Bluetooth Low Energy to precisely track the location of mobile users through their mobile devices?

- A.** Aruba Beacons
- B.** Aruba APs in Air Monitor (AM) mode
- C.** Aruba APs in Spectrum Monitor (SM) mode
- D.** Aruba Asset Tags

Answer: A

Explanation:

Aruba Beacons use Bluetooth Low-Energy (BLE) technology to precisely track the location of mobile users through their mobile devices⁵⁶. This enables your customers to provide indoor location data for mobile apps that can enhance user engagement, wayfinding, asset tracking, and analytics⁵⁶. Aruba Asset Tags do not use BLE technology to track the location of mobile users through their mobile devices; rather they use BLE technology to track the location of physical assets such as equipment or inventory. Aruba APs in Air Monitor (AM) mode do not use BLE technology to track the location of mobile users through their mobile devices; rather they use Wi-Fi technology to monitor the air for rogue APs, interference sources, or security threats. Aruba APs in Spectrum Monitor (SM) mode do not use BLE technology to track the location of mobile users through their mobile devices; rather they use Wi-Fi technology to scan the spectrum for non-Wi-Fi interference sources such as microwave ovens or cordless phones.

NO.6 A customer has many branch offices with limited staff of IT generalists.

The customer requires simplified deployment and operations, and you have proposed an Aruba Central solution.

Which two benefits of Aruba Central should you explain? (Select two.)

- A.** Central is designed for varied expertise levels, with wizards and easy drill-downs.
- B.** Central has the same user interface as Cisco Prime, so it is easy for customers to migrate from Cisco.
- C.** Central automatically configures clustering on managed controllers, simplifying the

implementation of high availability.

D. Central offers Zero-Touch Provisioning (ZTP) for streamlined deployment with no on-site expertise.

E. Central integrates with third-party backup solutions such as Veeam to provide a single solution for all branch needs.

Answer: A,D

Explanation:

Aruba Central offers two benefits that you should explain to a customer who has many branch offices with limited staff of IT generalists: Central is designed for varied expertise levels, with wizards and easy drill-downs³, and Central offers Zero-Touch Provisioning (ZTP) for streamlined deployment with no on-site expertise³. Central is a cloud-based platform that provides unified management, visibility, and analytics for Aruba wired and wireless networks³. Central allows users to easily configure devices, monitor network health and performance, troubleshoot issues, generate reports, and apply policies across multiple sites³. ZTP is a feature that enables devices to automatically download their configuration from Central when they connect to the network for the first time³.

NO.7 What is the Aruba Experience Edge Platform?

A. It comprises the Aruba infrastructure, software, and partnerships that work together to improve user network experiences.

B. It is an experience-driven portal that provides access to a partnership ecosystem with Aruba technology partners.

C. It comprises the suite of products in the Aruba SD-WAN solution, including edge gateways and centralized gateways.

D. It is analytics-driven security framework that includes Aruba IntroSpect, RF Protect, and ClearPass.

Answer: A

Explanation:

The Aruba Experience Edge Platform comprises the Aruba infrastructure, software, and partnerships that work together to improve user network experiences by providing automated network management, edge-to-cloud security, and predictive AI-powered insights¹².

NO.8 You are proposing Aruba ESP Unified infrastructure and zero trust security solutions to a customer. You learned that the client uses ServiceNow. How should you approach this customer?

A. Upsell aruba APs and gateways because they can be configured by servicenow to simplify management

B. Advise customer to get rid of all servicenow subscriptions because aruba central can replace ServiceNow as aruba central offers comprehensive trouble ticketing capabilities

C. Redirect to only offer aruba unified infrastructure because Servicenow does not integrate with aruba zero trust security solutions

D. Emphasize the integration of aruba clearpass with servicenow, including the ability to automatically issue a trouble ticket

Answer: D

Explanation:

https://store.servicenow.com/sn_appstore_store.do

NO.9 Which aspect of the Aruba 360 Secure Fabric uses machine learning to detect attacks and

malicious behavior on the inside of the network?

- A. Aruba ClearPass
- B. Aruba IntroSpect
- C. Aruba VisualRF
- D. Aruba Mobility Master

Answer: B

Explanation:

Aruba IntroSpect uses machine learning to detect attacks and malicious behavior on the inside of the network by analyzing network traffic and user activity³.

NO.10 A customer needs a network infrastructure upgrade.

Which characteristic should you use as the primary deciding factor between proposing HPE OfficeConnect or Aruba solutions?

- A. the company vertical
- B. whether the customer requires 802.11ac
- C. the company size and number of users
- D. whether the customer requires wired or wireless access

Answer: C

Explanation:

The company size and number of users is the primary deciding factor between proposing HPE OfficeConnect or Aruba solutions¹. HPE OfficeConnect is a small business networking solution that offers affordable and scalable switches and wireless devices for locations needing only basic Layer 2 switching²³. Aruba solutions are enterprise networking and security solutions that offer cloud-native management, AI-powered automation, edge-to-cloud security, and advanced features for campus, branch, remote, and data center locations⁴⁵⁶.

NO.11 For which customer are HPE Office Connect OC20 APs the right solution?

- A. a small business with 46 employees and the need for simple plug-and-play Wi-Fi
- B. a university that needs to provide home wireless services and VPN access for faculty
- C. a medium business with 570 employees that needs a simple cloud-managed wireless solution
- D. a retailer that needs to support a large number of small branch sites

Answer: A

Explanation:

HPE Office Connect OC20 APs are designed for small businesses with up to 50 employees and the need for simple plug-and-play Wi-Fi⁴.

NO.12 A small customer has a tight budget but needs 10 GbE uplinks.

Which HPE OfficeConnect switch should you suggest?

- A. HPE OfficeConnect 1405 switch
- B. HPE OfficeConnect 1850 switch
- C. HPE OfficeConnect 1820 switch
- D. HPE OfficeConnect 1620 switch

Answer: B

Explanation:

The HPE OfficeConnect switch that you should suggest to a small customer who has a tight budget but needs 10 GbE uplinks is the HPE OfficeConnect 1850 switch⁴. The HPE OfficeConnect 1850 switch series offers affordable smart-managed Gigabit switches with 10 GbE uplinks for small businesses who need high performance connectivity for bandwidth-intensive applications⁴.

NO.13 Your customer emphasizes the need to simplify network operations.

What is one reason for recommending Aruba 5400R zl2 switches for the customer's campus network?

- A.** Virtual Switching Extension (VSX) provides redundancy for management modules on the 5400R switches, with seamless failover.
- B.** Virtual Switching Framework (VSF) allows customers to combine 5400R switches into a single virtual switch which simplifies management tasks and provides more resilient connectivity.
- C.** Backplane stacking enables multiple 5400R switches to function as a single logical switch, using dedicated modules and stacking cables to integrate the switches.
- D.** Traditional stacking enables network administrators to manage up to 10 5400R switches from a single GUI.

Answer: B

Explanation:

Virtual Switching Framework (VSF) allows customers to combine 5400R switches into a single virtual switch which simplifies management tasks and provides more resilient connectivity¹². VSF is a technology that enables two or more Aruba switches to be logically aggregated and managed as a single device with a single IP address¹. It also provides faster failover and recovery times than traditional stacking methods².

NO.14 You are discussing Aruba ESP with a customer. The customer tells you that the company already has third-party tools for services such as network asset management and network analytics. What should you explain?

- A.** Aruba Central will save (no customer money by replacing those tools with a free, cloud-based management tool.
- B.** Aruba Not Edit enables customers to integrate Aruba Central and the Aruba ESP solution with third-party tools.
- C.** Aruba Not Edit provides both asset management and network analytics, and Aruba recommends deploying it instead of the current tools.
- D.** Aruba Central offers APIs and an SDK that lets customers integrate many existing tools with Central

Answer: D

Explanation:

Aruba Central offers APIs and an SDK that lets customers integrate many existing tools with Central¹. Aruba ESP (Edge Services Platform) is a cloud-native platform that enables customers to automate, unify, and secure the edge using AI-powered insights². Aruba Central is part of Aruba ESP and provides cloud-based management for wired, wireless, SD-WAN, and security across campus, branch, remote, and data center locations³.

NO.15 Which two customer characteristics should lead you to position Aruba AirWave over Aruba Central? (Select two.)

- A. The customer has a multivendor network.
- B. The customer has limited IT resources in each of many branch offices.
- C. The customer wants a CAPEX model with on-premises management.
- D. The customer is interested in guest Wi-Fi management, presence analytics, or managed services.
- E. The customer wants to move to an OPEX model and access the management platform from anywhere.

Answer: A,C

Explanation:

Two customer characteristics that should lead you to position Aruba AirWave over Aruba Central are:

The customer has a multivendor network.

The customer wants a CAPEX model with on-premises management.

These characteristics indicate that your customer values granular control over their heterogeneous network infrastructure and prefers to own and operate their own management platform without recurring subscription fees.

Aruba AirWave is an on-premises network management solution that supports multivendor wired and wireless networks, provides comprehensive visibility and control over network performance, and uses perpetual licenses based on device count. Aruba Central is a cloud-based network management solution that supports primarily Aruba wired and wireless networks, provides simplified operations and automation, and uses subscription licenses based on device type and term length.