HPE2-W02 Dumps

Selling Aruba Products and Solutions

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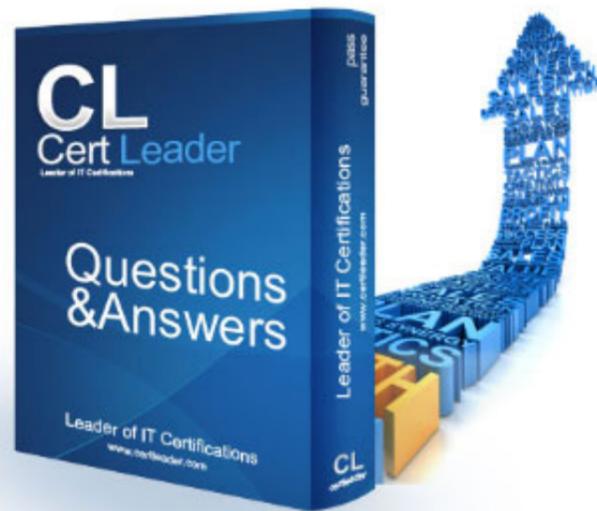
NEW QUESTION 1
What is the Aruba Experience Edge Platform?

A. It is an experience-driven portal that provides access to a partnership ecosystem with Aruba technology partners.
B. It complies the suite of products in the Aruba SD-WAN solution, including edge gateways and centralized gateways.
C. It is analytics-driven security framework that includes Aruba IntroSpect, RF Protect, and ClearPass.
D. It comprises the Aruba infrastructure, software, and partnerships that work together to improve user network experiences.

Answer: D

NEW QUESTION 2
As customers deploy more Internet of Things (IoT) devices, what is one implication for Aruba sales opportunities?

A. Customers are less likely to be interested in cloud applications as they turn their attention to the network edge.
B. Customers are more likely to want a CAPEX model for network infrastructure to offset operating costs for IoT.
C. Customers are more interested in proprietary end-to-end solutions than in solutions with multi-vendor support.
D. Customers are increasingly interested in network access control (NAC) and continuous monitoring for anomalies.

Answer: A

NEW QUESTION 3
You have proposed an Aruba solution for a customer who needs a network upgrade. The customer wants to improve performance for and more quickly resolve issues with wireless applications such as Microsoft Skype for Business.
What is one Aruba solution that you should emphasize meets these requirements?

A. Aruba Mobility Controller (MC) with its RFProtect feature
B. Aruba AirWave with its UCC Analytics dashboard
C. Aruba ClearPass with its Voice User dashboard
D. Aruba Mobility Master (MM) with its Network Analytics Engine (NAE)

Answer: B

NEW QUESTION 4
A customer currently has Cisco networking equipment, but you have made progress in convincing the customer that an Aruba solution will better suit their needs for their upgrade. However, the customer still has some reservations about changing vendors and plans to migrate gradually.
What is one selling point of Aruba solutions for this customer?

A. Aruba AirWave is multi-vendor, so it can manage both legacy Cisco products and Aruba products together.
B. An Aruba Mobility Master (MM) can discover and monitor third-party products such as the legacy Cisco products.
C. Aruba controllers support dynamic segmentation, which enables them to integrate with switches such as Cisco switches.
D. Aruba Foundation Care offers financial services to make it more economically feasible for the customer to migrate to Aruba.

Answer: A

NEW QUESTION 5
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 Framework (VSF) allows customers to combine 5400R switches into a single virtual switch which simplifies management tasks and provides more resilient connectivity.
B. Traditional stacking enables network administrators to manage up to 10 5400R switches from a single GUI.
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. Virtual Switching Extension (VSX) provides redundancy for management modules on the 5400R switches, with seamless failover.

Answer: A

NEW QUESTION 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 integrates with third-party backup solutions such as Veeam to provide a single solution for all branch needs.
C. Central offers Zero-Touch Provisioning (ZTP) for streamlined deployment with no on-site expertise.
D. Central has the same user interface as Cisco Prime, so it is easy for customers to migrate from Cisco.
E. Central automatically configures clustering on managed controllers, simplifying the implementation of high availability.

Answer: AC

NEW QUESTION 7
A customer has a management solution that provides RF-metrics for the wireless solution, but this information is not enough to identify the source of all connectivity issues.
The customer needs one management solution that will reduce helpdesk tickets and go beyond RF analysis. Which feature of Aruba management solutions should you emphasize to this customer?

A. AppRF
B. User and Entity Behavior Analytics
C. VisualRF
D. Connectivity Health

Answer: D

NEW QUESTION 8
You want to begin qualifying a customer for Aruba IntroSpect. Which topic can you introduce to begin the conversation?

A. how much insight IT staff have into the root causes behind performance issues
B. whether the customer uses SEIM and is overwhelmed with alerts
C. whether the customer has detected rogue Aps in the environment
D. how the customer would like to define access policies for wireless users

Answer: A

NEW QUESTION 9
A customer is concerned about wireless security, and specifically that employees could introduce malware into the network by visiting disreputable websites.
Which security feature in Aruba Mobility Controllers (MCs) should you emphasize to address this specific concern?

A. User and Entity Behavior Analytics (UEBA)
B. Web Content Classification (WCC)
C. RF Protect
D. Application Visibility and Control

Answer: B

NEW QUESTION 10
Which characteristic could make a Virtual Mobility Controller (VMC), as opposed to a hardware controller, a good solution for a customer?

A. need for flexibility in moves and changes
B. desire to remain on pre-8.0 ArubaOS code
C. need for highest throughput
D. little communication between server and networking teams

Answer: A

NEW QUESTION 10
What correctly describes the addressable market for SD-WAN and the opportunity that it presents?

A. While the SD-WAN market experienced rapid growth over the past 5 years, the market is now slowing down and experiencing a small reduction in growth.
B. While the SD-WAN market is much smaller than the campus switching and WLAN market in absolute value, the SD-WAN market is growing more rapidly.
C. The SD-WAN market is experiencing slow growth at rates comparable to the campus and switching market as a whole, and it should peak in the next 5 years.
D. The SD-WAN market is experiencing very rapid growth and will overtake the campus switching and WLAN markets in absolute value within the next 2 years.

Answer: A

NEW QUESTION 13
You have proposed an Aruba wireless solution and Aruba AirWave to an event center. This event center wants to distinguish itself by offering a quality wireless experience, so it requires consistent, reliable, and high quality connectivity throughout the venue.
In particular, the customer also needs insights into device and application performance. Which additional solution should you recommend?

A. Aruba User and Entity Behavior Analytics
B. Aruba Central
C. Aruba User-centric Service Assurance
D. Aruba IntroSpect

Answer: C

NEW QUESTION 14
What is a primary difference between Aruba 310 and Aruba 340 Series APs?

A. Aruba 340s support higher density deployments that Aruba 310s.
B. Aruba 340s support outdoor deployments, and Aruba 310s support indoor ones.
C. Aruba 340s support 802.11ac, and Aruba 310s support 802.11b/g/n only.
D. Aruba 340s support 802.11ax, and Aruba 310s support 802.11ac.

Answer: A

NEW QUESTION 15
What is an advantage of the Aruba Software Platform? (Select two.)

A. It makes the underlying infrastructure smarter, helping to deliver contextual experiences for end users and line-of-business teams.
B. It uses proprietary technologies that prevent third-party integration, providing more sales opportunities for Aruba.

C. It embeds the ArubaOS-CX Network Analytics Engine (NAE) into all wired and wireless infrastructure to improve security.
D. It is the industry's first WLAN software platform that offers exclusive cloud deployment so that customers have a single simple choice.
E. It is programmable, with an API-first design that helps to encourage automation and integration.

Answer: CD

NEW QUESTION 16
What is one way that industry analysts recognize Aruba's leadership in the industry?

A. Gartner awarded Aruba the number two spot in five out of six use cases in its 2018 Critical Capabilities for Wired and Wireless LAN Access Infrastructure report.
B. Industry analyst CRN recognizes Aruba primarily for its wireless expertise.
C. Industry analysts have praised Aruba for its multiple wired and wireless architectures.
D. Gartner has given Aruba the title of market leader in the wireless or wired and wireless LAN Access Magic Quadrant for more than 12 years in a row.

Answer: A

NEW QUESTION 18
A small customer compares switches based on price, but also has some advanced needs. You want the customer to understand why HPE OfficeConnect 1950 switches are the best solution for the company.
How would you sell the value of the HPE OfficeConnect 1950 Switch to this customer?

A. This switch provides basic connectivity, plug-and-play simplicity, and security for an attractive price point.
B. This switch is optimized for small businesses that need high performance and advanced features such high-speed uplinks and stacking.
C. This switch is an unmanaged switch for remote offices that need entry-level features such high-speed uplinks and staking.
D. This switch provides plug-and-play deployment for customers who require up to 100 GbE uplinks and advanced features such as dynamic segmentation.

Answer: B

NEW QUESTION 21
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

NEW QUESTION 26
What is one key competitive advantage of Aruba AirWave over Cisco Prime?

A. Aruba AirWave is cloud based, while Cisco Prime only offers on-premises management.
B. Aruba AirWave integrates network access control, while Cisco Prime does not.
C. Cisco Prime only supports Cisco, while Aruba AirWave offers multi-vendor support.
D. Cisco Prime only offers single-server deployments, while Aruba offers larger deployments.

Answer: C

NEW QUESTION 31
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