



HP

Exam Questions HPE2-W02

Selling Aruba Products and Solutions

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

A customer complains about the complexity of wired network architectures? What should you explain about ArubaOS switches?

- A. Network Analytics Engine (NAE) analyzes network traffic patterns and automatically reconfigures the network architecture in order to optimize traffic flows.
- B. ArubaOS switches deliver the high performance and features that enterprise customers need combined with the simplicity of an unmanaged switch that requires zero configuration.
- C. Dynamic segmentation divides the wired network architecture into three logical tiers, making it simpler to deploy the switches with less work on the part of managers.
- D. Aruba switches bring performance, security and operational simplicity to enterprise networks with innovations like Segmentation and Aruba Network Analytics Engine.

Answer: D

NEW QUESTION 3

Which Aruba solution uses Bluetooth Low Energy to precisely track the location of mobile users through their mobile devices?

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

Answer: C

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

How do Aruba solutions help higher education customers meet the growing demand for an always-on network that supports students' mobile lifestyles?

- A. Aruba security removes the need for network access controls and time-consuming onboarding processes by applying the same security policies to every user and device.
- B. With Aruba, administrators can establish certain locations as specialized zones where students can go to get the fastest bandwidth anywhere on campus.
- C. Using Aruba tools, admins can create easy-to-use, template-based quizzes that take up less bandwidth than other quiz software and can be downloaded to use offline.
- D. Aruba delivers uninterrupted high-speed connectivity in any location, even across roams, and enables self-service network onboarding for student devices.

Answer: D

NEW QUESTION 6

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 7

What is one way Aruba solutions help healthcare companies support BYOD and BioMed initiatives?

- A. Aruba Meridian regulates patient access and applies access controls that prevent patients from monopolizing bandwidth and interfering with more important traffic.

- B. Aruba Client Match maximizes performance in a dense environment with many different types of devices, enabling staff to communicate and access records more quickly.
- C. Aruba ClearPass automatically downloads software on every patient device to constantly track each asset's location, even if it leaves the premises.
- D. Aruba IntroSpect strictly enforces HIPPA regulations by only making records available to healthcare providers if the patient provides his or her password.

Answer: B

NEW QUESTION 8

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

NEW QUESTION 9

A customer requires a highly secure network solution, and you have proposed an Aruba controller-based solution and Aruba switches. What is one security benefit that the controllers provide?

- A. They can detect intrusion attempts based on machine learning (ML).
- B. They can create a baseline of normal wireless device behavior and detect anomalies.
- C. They can provide secure SNMPv3-based management for the Aruba switches.
- D. They can apply role-based firewall policies to wireless and wired traffic.

Answer: D

NEW QUESTION 10

You are pursuing an opportunity to sell an Aruba location-based service solution to a customer. The customer is also considering a Cisco location-based solution. What should you explain to distinguish the Aruba solution?

- A. Aruba beacons fully pair with users' devices for a more complete and effective solution while Cisco beacons do not establish a full pair.
- B. Aruba delivers an already complete mobile application tailored to the customer vertical while Cisco forces customers to create their own applications.
- C. Aruba offers PoE for beacons to make them easier to install and manage while Cisco beacons only support external power supplies.
- D. The Aruba solution can use cost-effective and easy-to-deploy battery-powered beacons or leverage beacons built into existing Aruba Aps while Cisco forces customers to rip and replace existing Aps for location services support.

Answer: D

NEW QUESTION 10

Which statement indicates that the customer could benefit from Aruba asset tracking capabilities?

- A. "Our nurses are constantly running around looking for misplaced equipment; this not only wastes time, but also negatively affects and quality of care we provide to our patients".
- B. "We are a growing business and we want to encourage our employees to bring their own devices, but we are not exactly sure how best to manage and onboard all of these devices".
- C. "We have several big machines at on our main constructions sites, a we need a process to quickly and accurately calibrate them all to help avoid any mishaps".
- D. "We have developed an app that our customers can download to explore the services available at our venue, but we want to enhance the app with more location-specific information".

Answer: A

NEW QUESTION 14

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 17

Which of Aruba's guiding principles lets customers know that Aruba will prioritize their needs at every stage?

- A. A "better than cloud" approach helps customers move away from expensive cloud to a network that was specifically designed for an on-prem deployment.
- B. A "wired-first" approach lets customers know that Aruba is prepared for where the market is headed, due to the inherent insecurity of wireless devices.
- C. An "IT knows best" approach means that Aruba emphasizes that it has the deep and mature technologies that customers need and that those technologies come with complexities.
- D. A "customer first, customer last" approach means Aruba is committed to customer success at every stage, from product innovation and development to sales and support.

Answer: D

NEW QUESTION 20

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

- A. Aruba 340s support higher density deployments than 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 25

You want to determine if a customer is a good prospect to an Aruba Meridian and beacon solution. What is one topic that you should discuss?

- A. how much time IT staff members spend performing basic troubleshooting and whether this interferes with their ability to innovate
- B. how IT prioritizes unified management and integrating wired and wireless access
- C. how concerned the customer is about ensuring that only authorized employees can access the wireless network
- D. how the company is seeking to improve customer satisfaction scores and the role of mobile apps in their strategy.

Answer: D

NEW QUESTION 30

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 33

What is one challenge for business that adopts cloud solutions?

- A. Cloud is less reliable than on-premises infrastructure because data is stored in a central location.
- B. Cloud increases security vulnerabilities, with employees accessing resources off-premises and using shadow IT.
- C. Customers must increase their IT management resources because cloud adds complexity to the network infrastructure.
- D. Customers must make a large capital investment when they initially adopt a public cloud solution.

Answer: B

NEW QUESTION 36

What is one key advantage of Aruba wireless solutions as compared to Cisco Meraki solutions?

- A. Aruba offers cloud subscription-based licensing for all APs while Cisco Meraki requires a significant CAPEX expenditure.
- B. Aruba offers beamforming in APs to improve wireless coverage while Cisco Meraki Aps does not support any such feature.
- C. Aruba offers integration with an extensive ecosystem while Cisco Meraki offers little third-party integration.
- D. Aruba offers one simple choice for management while Cisco Meraki has a confusing array of management options.

Answer: D

NEW QUESTION 40

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