

**HP**

## **Exam Questions HPE2-W11**

Selling HPE Aruba Networking Solutions



### NEW QUESTION 1

You are meeting with a customer's Chief Information Security Officer (CISO) and want to open a discovery conversation about HPE Aruba Networking Edge-to-Cloud Security solutions. What is one topic you should discuss?

- A. How dependent the organization is on video conferencing and other collaboration applications and whether the CISO understands how to patch those applications' vulnerabilities.
- B. How dependent the organization is on manually defined security policies and what risk the organization runs if admins make errors in those policies.
- C. Whether the CISO understands the encryption technologies that are improving security for modern wireless networks.
- D. Whether the CISO understands the value of a single-vendor, end-to-end security solution and is ready to commit to a single vendor.

**Answer: B**

#### Explanation:

HPE Aruba Networking Edge-to-Cloud Security solutions enable customers to automate and simplify network security operations and enhance Zero Trust protection across all network domains. By using HPE Aruba Networking Central NetConductor, customers can orchestrate and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect. This reduces the risk of human errors, misconfigurations, and security breaches that can result from manually defined and managed policies.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 17: "Aruba Central NetConductor is a cloud-native network security service that automates and accelerates networking and policy orchestration across all network domains. It enables customers to define and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect."
- Edge-to-cloud, Zero Trust, and SASE security | HPE Aruba Networking: "Aruba Central NetConductor automatically configures infrastructure to deliver optimal network performance while enforcing granular access control security policies that are the foundation of Zero Trust and SASE architectures."
- HPE Aruba Networking Central NetConductor: Automate and Accelerate Networking and Policy Orchestration: "Aruba Central NetConductor eliminates the need for manual configuration and management of network policies, which can be error-prone, time-consuming, and inconsistent across network domains. It also reduces the risk of security breaches and compliance violations that can result from misconfigurations and gaps in policy enforcement."

### NEW QUESTION 2

You suspect that the HPE Aruba Networking network management solution might resonate with a customer. What is one good way to open the conversation?

- A. Access an Aruba AP Web UI and demonstrate configuring a wireless LAN (WLAN).
- B. Assess how well the customer understands the wireless technologies currently in use.
- C. Point out the differences between HPE Aruba's, Cisco's, and Juniper's management approach one by one.
- D. Ask about how much visibility the customer currently has into the network.

**Answer: D**

#### Explanation:

HPE Aruba Networking network management solution is a cloud-based platform that provides AI-powered insights, automation, and security for wired, wireless, and SD-WAN networks<sup>1</sup>. A good way to open the conversation is to ask the customer about their current network visibility, such as how they monitor network performance, troubleshoot issues, and optimize user experience. This can help to identify their pain points and show how HPE Aruba Networking network management solution can address them.

### NEW QUESTION 3

Which customer challenge indicates a good opportunity for selling HPE Aruba Networking EdgeConnect solutions?

- A. The customer needs more WAN bandwidth but finds it cost-prohibitive to expand bandwidth on the company's current leased lines.
- B. The customer needs to simplify troubleshooting for the HPE Aruba Networking infrastructure devices already deployed at the main office.
- C. The customer needs to simplify by deploying a consistent switching platform across the campus and data center.
- D. The customer has no IT staff and needs a simple mobility solution for the company's single small site.

**Answer: A**

#### Explanation:

HPE Aruba Networking EdgeConnect solutions enable customers to leverage multiple WAN transport options, such as broadband internet, 4G/5G/LTE, and MPLS, to optimize bandwidth, performance, and cost. EdgeConnect solutions also provide dynamic path control, which automatically steers traffic to the best available path based on business intent policies and real-time network conditions. This way, customers can increase WAN bandwidth without increasing costs or complexity.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 16: "EdgeConnect SD-WAN platform enables customers to use any combination of WAN transport technologies without compromising network or application performance. It supports MPLS, 4G/5G/LTE, and internet-based hybrid WAN data paths and a control plane that is automated and secured by Aruba Orchestrator management software to provide policy-based virtual network segmentation and acceleration of on-premise and SaaS cloud applications."
- Aruba EdgeConnect SD-WAN | HPE Aruba Networking: "Aruba EdgeConnect SD-WAN | HPE Aruba Networking Home / Products / SD-WAN / EdgeConnect EdgeConnect SD- WAN The EdgeConnect SD"

### NEW QUESTION 4

Based on recent trends, which common challenge can HPE Aruba Networking help customers overcome?

- A. Struggles in optimizing overprovisioned networks for a lower-edge device load.
- B. Difficulties making employees understand that it is impossible to access applications securely from home.
- C. Difficulties providing secure, consistent connectivity for remote workers.
- D. Struggles in accommodating the shift of data away from the edge to the main corporate data center.

**Answer: C**

#### Explanation:

HPE Aruba Networking helps customers overcome the challenges of enabling hybrid work, where employees need to access applications securely from home or

anywhere. HPE Aruba Networking offers solutions such as Remote Access Points, Virtual Intranet Access, and EdgeConnect SD-WAN that provide seamless, reliable, and secure connectivity for remote workers<sup>12</sup>.

References: 1: IT's Toughest Work From Home Challenges | HPE Aruba Networking2: Why HPE and Aruba Enterprise Networking? | HPE

#### NEW QUESTION 5

You think a customer might be a good candidate for HPE Aruba Networking EdgeConnect. You are having a conversation with two network admins, who are key technical influencers.

What is one

good topic to discuss with these customers, based on their persona?

- A. Why on-prem security solutions are superior to cloud-delivered security.
- B. The customer's disaster recovery plan in case of widespread natural disaster.
- C. How much time they spend getting branch sites set up and troubleshooting issues.
- D. Why MPLS is a superior technology as compared to other WAN technologies.

**Answer: C**

#### Explanation:

HPE Aruba Networking EdgeConnect is a secure SD-WAN solution that simplifies and accelerates the deployment and management of branch networks. It enables network admins to centrally orchestrate business policies, automate provisioning, and monitor network performance and security from a single dashboard<sup>1</sup>. It also reduces the time and cost of troubleshooting issues by using AI-powered insights and recommendations<sup>2</sup>. A good topic to discuss with network admins is how HPE Aruba Networking EdgeConnect can help them save time and resources, and improve their productivity and efficiency. References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking

#### NEW QUESTION 6

You want to determine if a business decision-maker might be interested in HPE Aruba Networking Central with AIOps. What is a good topic to discuss?

- A. The cost to the business when network issues interfere with user productivity
- B. The benefits of better aligning the data center IT operations team with the development team
- C. The security benefits of applying intelligent access policies that follow users and devices
- D. The difference between machine learning and other forms of artificial intelligence (AI)

**Answer: A**

#### Explanation:

HPE Aruba Networking Central with AIOps is a cloud-native network management platform that leverages artificial intelligence to provide insights, automation, and security for wired, wireless, and SD-WAN networks<sup>1</sup>. A good topic to discuss with a business decision-maker is how HPE Aruba Networking Central with AIOps can help reduce the cost of network downtime, improve user experience, and optimize network performance<sup>2</sup>.

References: 1: HPE Aruba Central | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking

#### NEW QUESTION 7

Which customer requirement would HPE Aruba Networking Central with AIOps address?

- A. The customer needs to implement role-based security across the wired and wireless networks.
- B. The customer wants to develop sophisticated maps for location-based services.
- C. The customer's IT team is understaffed or underqualified to troubleshoot and optimize the network.
- D. The customer wants to allow users to access applications remotely.

**Answer: C**

#### Explanation:

HPE Aruba Networking Central with AIOps is a cloud-based networking solution that empowers IT with AI-powered insights, intuitive visualizations, workflow automation, and edge-to-cloud security to manage campus, branch, remote, data center, and IoT networks from one dashboard<sup>1</sup>. It can address the customer requirement of having an efficient and effective IT team by simplifying network operations, reducing manual tasks, providing proactive remediation, and optimizing network performance<sup>2</sup>.

References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking

#### NEW QUESTION 8

Which approach does HPE Aruba Networking ESP (Edge Services Platform) take toward network management?

- A. Providing many separate management tools, each specialized for a different customer requirement.
- B. Avoiding integration with third-party solutions so that customers receive a simpler, edge- to-edge solution.
- C. Prioritizing on-prem management, as it is the only way for customers to manage their network assets securely.
- D. Providing a unified platform from which the customer can manage all wired and wireless devices across multiple sites.

**Answer: D**

#### Explanation:

HPE Aruba Networking ESP (Edge Services Platform) is a cloud-native architecture that unifies infrastructure, security, policies, and AI-powered management across all your edges<sup>1</sup>. It enables customers to manage their network assets securely and efficiently from a single dashboard, whether they are on-premises, in the cloud, or at the edge<sup>2</sup>. It also integrates with third-party solutions to provide a comprehensive and flexible network management solution<sup>3</sup>.

References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking2: Management and Operations | HPE Aruba Networking3: The Aruba AIOps Advantage | HPE Aruba Networking

#### NEW QUESTION 10

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