HP

Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions

NEW QUESTION 1
What common customer desire is addressed by HPE Aruba Networking Central network management?

A. eliminating the need for network admins and letting server admins maintain the network
B. deploying the network and then letting it run without the need for further management and monitoring
C. managing each network silo with tools specialized for that silo's needs
D. managing the network without having to install and maintain on-prem management tools

Answer: D

Explanation:
HPE Aruba Networking Central is a cloud-based network management solution that simplifies IT operations, improves agility, and reduces costs by unifying management of all network infrastructure. It eliminates the need for customers to invest in, deploy, and maintain on-premises management tools, and provides a single pane of glass for managing campus, branch, remote, data center, and IoT networks from one dashboard.
References:
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: "Aruba Central is the cloud- native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services."
•Aruba Central for Cloud-managed networking | HPE Aruba Networking: "Built on a cloud- native, microservices architecture, Central is an AI-powered solution that simplifies IT operations, improves agility, and reduces costs by unifying management of all network infrastructure."
•HPE Aruba Central | HPE United Kingdom - Hewlett Packard Enterprise: "Simplify how you provision, configure, and maintain networks by orchestrating all operations from a cloud-native dashboard. Aruba Central is your single point of visibility and control to oversee every aspect of wired and wireless LANs, WANs, and VPNs across campus, branch, remote, and data center locations."

NEW QUESTION 2
You are attempting to determine if a customer might be a good candidate for WAN transformation with HPE Aruba Networking EdgeConnect. What is one challenge to which you should listen?

A. The customer needs to improve security for microservices in the data center.
B. The customer tried to implement location-based services in the past but found it too difficult.
C. The customers' admins struggle to manage wired and wireless devices together.
D. The customers' branch users experience poor performance for cloud applications.

Answer: D

Explanation:
HPE Aruba Networking EdgeConnect is a secure SD-WAN solution that provides a unified fabric for WAN, security, and cloud1. It can address the customer challenge of delivering high-quality user experience for cloud applications by using advanced features such as dynamic path control, path conditioning, WAN optimization, and secure internet breakout23.
References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking2: HPE ARUBA NETWORKING EDGECONNECT SD-WAN FAMILY - DATASHEET3: Improve Application Performance | HPE Aruba Networking

NEW QUESTION 3
What is one distinguishing benefit of HPE Aruba Networking Fabric Composer?

A. It simplifies the deployment of HPE Aruba Networking APs at branch sites.
B. It establishes an easily automated, software-defined network.
C. It automatically establishes secure connections between branch offices and the main office.
D. It unifies the management of HPE Aruba Networking APs and switches.

Answer: B

Explanation:
HPE Aruba Networking Fabric Composer is an intelligent, API-based, software-defined networking (SDN) orchestration solution that simplifies and accelerates leaf-spine network provisioning and day-to-day operations across rack-scale compute and storage1. It enables IT staff to manage a discrete set of switches as a single networking fabric, and to automate workflows and integrate with third-party frameworks2.
References: 1: Aruba Fabric Composer | HPE Aruba Networking2: Introducing Aruba Fabric Composer | Atmosphere 2021

NEW QUESTION 4
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 networks1. 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 5
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 6
You have recently upgraded a customer's campus network with HPE Aruba Networking CX switches. How might you pursue an additional opportunity?

A. Discuss whether the customer is interested in enhancing users' experience with the location-based services embedded in HPE Aruba Networking CX switches.
B. Discuss whether the customer is deploying new, more demanding applications, which mightmean that it is time to upgrade the new switches again.
C. Investigate opportunities for selling additional CX Advanced licenses or Advanced Central subscriptions to unlock advanced switching features.
D. Investigate whether the customer needs an upgrade to their data center network, explaining that HPE Aruba Networking offers the same switching OS and operating model for the data center.

Answer: D

Explanation:
HPE Aruba Networking CX switches are designed to deliver a consistent and simplified operating experience across the campus and data center networks, using the same cloud- native operating system (AOS-CX), management platform (Aruba Central), and automation tools (NetEdit and Fabric Composer)12. This can help the customer to reduce complexity, improve efficiency, and ensure high availability in their data center network. HPE Aruba Networking CX switches also support advanced features such as EVPN, VXLAN, and MLAG for data center fabrics3.
References: 1: The Aruba CX Switching Portfolio | HPE Aruba Networking2: HPE Aruba Networking CX Switches - Hewlett Packard Enterprise3: HPE Aruba Networking CX Campus Core Switches At-A-Glance

NEW QUESTION 7
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 workers12.
References: 1: IT's Toughest Work From Home Challenges | HPE Aruba Networking2: Why HPE and Aruba Enterprise Networking? | HPE

NEW QUESTION 8
A customer states, " We've recently deployed a lot of "smart" wireless devices for building automation, and our current network isn't reliable enough for them."
What should you conclude?

A. You might have a good opportunity to sell HPE Aruba Networking Wi-Fi 6 or 6E and Aruba Central solutions to this customer.
B. You should advise this customer to wait until Wi-Fi 7 is released to upgrade their network.
C. You might have a good opportunity to sell HPE Aruba Networking Central to this customer, but probably not HPE Aruba Networking APs or switches.
D. You should advise this customer to move the "smart" devices to Ethernet connections and deploy HPE Aruba Networking switches.

Answer: A

Explanation:
HPE Aruba Networking Wi-Fi 6 or 6E solutions are designed to provide fast, reliable, and secure wireless connectivity for smart devices and IoT applications. They support high- density environments, multi-gigabit speeds, and advanced features such as OFDMA and TWT12. HPE Aruba Networking Central is a cloud-based network management platform that simplifies and automates the deployment, configuration, and monitoring of wireless, wired, and SD-WAN networks3. It also provides AI-powered insights, automation, and security for the entire network3.
References: 1: Network Switches for Enterprise | HPE Aruba Networking2: Technical guide to Wi-Fi 6E and the 6 GHz band - Aruba3: Aruba Central for Cloud-managed networking | HPE Aruba Networking

NEW QUESTION 9
An organization has adopted a hybrid work model and is concerned about security. Which distinguishing value of HPE Aruba Networking ESP should you emphasize?

A. HPE Aruba Networking ESP relays all user traffic through the HPE Aruba Networking cloud to filter and secure the traffic.
B. HPE Aruba Networking ESP makes it easy to enforce consistent role-based policies whether users connect from home, while traveling, or at an office.

C. HPE Aruba Networking ESP takes an Internet perimeter-focused approach to security, which is ideal for organizations with remote workers
D. HPE Aruba Networking ESP empowers admins to define manual security policies based on criteria such as switch port and SSID.

Answer: B

Explanation:
HPE Aruba Networking ESP is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all your edges1. One of its distinguishing values is that it enables Zero Trust security, which applies consistent role-based policies to users and devices regardless of where they connect from2. This ensures that only authorized and authenticated users and devices can access the network and its resources. References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking2: A network that's always protected, everywhere | HPE Aruba Networking

NEW QUESTION 10
You are discussing HPE Aruba Networking ESP (Edge Services Platform) solutions with a customer. This customer has mentioned supporting remote and hybrid workers as a key business
initiative. What benefit of HPE Aruba Networking solutions should you emphasize?

A. Remote employees can log into HPE Aruba Networking Central to access the centralized services and applications they need.
B. These solutions offer a completely separate, dedicated mobility architecture for remote offices versus campuses.
C. Remote employees can use HPE Aruba Networking Central to easily troubleshoot any issues on their own without IT support.
D. These solutions make it simpler for customers to apply consistent, role-based policies no matter where users connect.

Answer: D

Explanation:
HPE Aruba Networking ESP (Edge Services Platform) solutions enable customers to deliver a consistent and secure network experience to remote and hybrid workers, regardless of their location or device. By using HPE Aruba Networking Central, customers can define and enforce granular, role-based policies that are automatically applied across the network, from the edge to the cloud. This simplifies network management and enhances security and compliance.
References:
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 12: "Aruba ESP enables IT to deliver a consistent and secure network experience to remote and hybrid workers, regardless of their location or device."
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: "Aruba Central is the cloud- native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services."
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 14: "Aruba Policy Enforcement Firewall (PEF) is a key component of Aruba ESP that provides granular, role-based access control and security for wired and wireless networks. PEF enables IT to define and enforce policies based on user identity, device type, location, time, and application, across the network from the edge to the cloud."

NEW QUESTION 10
A senior IT manager tells you that she wants IT staff members to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking ESP
deliver the senior IT manager's desired outcome?

A. HPE Aruba User Experience Insight (UXI) helps IT to determine why data center applications are not performing as well as they should be.
B. HPE Aruba Networking Edge-to-Cloud solutions rely on AI to automate the onboarding of devices.
C. HPE Aruba Networking Central with AIOps accelerates IT troubleshooting by providing insights and recommendations that help remedy issues.
D. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

Answer: C

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 networks1. It helps IT staff to spend less time troubleshooting issues by using data-driven analytics, root cause analysis, and proactive remediation2. It also simplifies network troubleshooting with intuitive dashboards, action commands, and intelligent network insights34.
References: 1: HPE Aruba Central | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking3: Simplifying Network Troubleshooting | HPE Aruba Networking4: Optimize CX switch performance using HPE Aruba Networking Central

NEW QUESTION 15
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 dashboard1. It also reduces the time and cost of troubleshooting issues by using AI-powered insights and recommendations2. 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 16
Which customer requirement would HPE Aruba Networking Central with AIOps address?

A. The customer needs to implement role-based security across the wired and wirelessnetworks.

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 dashboard1. 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 performance2.
References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking

NEW QUESTION 18
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