Exam Questions HPE2-W02

Selling Aruba Products and Solutions

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NEW QUESTION 1
Your customer uses Aruba Central and ClearPass in their Aruba-powered campus network. The company is rapidly deploying branches and the CIO wants to ensure enterprise scalability for these networks without having to spend extra money on management.
Which aspect of the Aruba Branch Gateway should you emphasize for this customer?

A. smart rate ports for future-proofing
B. routing through the data center for better security
C. machine learning and AI-powered security assurance
D. single policy enforcement point at branches

Answer: D

NEW QUESTION 2
What is one feature that distinguishes the Aruba switching portfolio from top competitors?

A. Aruba switches have the largest market share of any wired network vendor.
B. Aruba switches have the best warranty and no hidden costs for software licensing.
C. Aruba switches support better segmentation between the wired and wireless network.
D. Aruba switches support on-prem management rather than higher cost cloud-based management.

Answer: B

NEW QUESTION 3
You are meeting a new customer and think they might benefit from an Aruba mobile engagement strategy. What is one question you can ask to help qualify the customer?

A. "How many of your employees are working remotely on a regular basis?"
B. "Do you think your employees would be happier if they didn't have to engage directly with customers?"
C. "How could a mobile app help you find innovate ways to increase customer satisfaction scores?"
D. "How much money are you willing to dedicate to transforming your mobile platform?"

Answer: C

NEW QUESTION 4
For which scenario are Aruba Instant APs the recommended wireless solution?

A. a home office that needs a simple way to connect to a corporate office
B. a branch office that needs a simple deployment
C. an enterprise that needs automation and centralized management
D. an enterprise that needs bluetooth for location-based services

Answer: B

NEW QUESTION 5
For which customer are HPE Office Connect OC20 APs the right solution?

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

Answer: C

NEW QUESTION 6
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 7
A mid-sized customer is having trouble deciding between in a controllerless Aruba solution and a controller-based one. What can you explain to the customer about how Aruba protects the company's investment?

A. The same Aruba APs can be deployed in controllerless Instant mode and then later changed to controlled mode.
B. Aruba offers a buy-back program for controllerless Instant APs, making it cost effective to later deploy controlled APs.
C. There is no difference in features and capabilities between a controllerless and controller-based Aruba solution.
D. Aruba uses a cloud subscription-based licensing model for controllerless APs, and these licenses can be upgraded to controller licenses.

Answer:

B

NEW QUESTION 8
What is one advantage of the experience-driven approach to management?

A. It focuses on meeting business initiatives by improving performance, reliability, and secure network access.
B. It relies on on-prem management exclusively so customers can avoid the security vulnerabilities of cloud.
C. It relies on traditional tools that most IT admins are familiar with, such as the CLI, SNMP, and logs.
D. It focuses on break-fix tools, so that IT spends its time keeping the lights on.

Answer: A

NEW QUESTION 9
A small customer has given you a list of requirements.
Which requirement indicates the company will require an HPE Aruba solution, rather than an HPE OfficeConnect solution?

A. secure guest and employee access
B. 802.11ac wireless support
C. uplinks that support up to 10 GbE
D. high-density deployment that supports UCC

Answer: D

NEW QUESTION 10
What is one challenge distributed enterprises face with traditional branch architecture?

A. A traditional branch architecture unifies security policies centrally, which frustrates local IT staff what do not understand the policies.
B. A traditional branch architecture does not support a WAN established over MPLS, which is the most cost-effective choice for most customers.
C. Traditional branches do not have enough separate hardware devices for customers to meet performance requirements.
D. In a traditional architecture, all branch traffic has to be routed through the datacenter to get the Internet or the cloud.

Answer: D

NEW QUESTION 10
What is one distinguishing feature of Aruba NetInsight and User-centric Service Assurance?

A. They help improve customer engagement by providing a customizable Wi-Fi portal.
B. They help to analyze customer usage patterns over a certain period of time so that companies can improve marketing campaign success.
C. They help IT to simplify policy enforcement by enhancing visibility, authentication and authorization.
D. They help deliver a better user experience with in-depth network analytics to assess user, device, and application connectivity.

Answer: D

NEW QUESTION 15
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 18
You are proposing an Aruba controller-based solution for a customer.
Which customer need indicates that you should propose Aruba Mobility Master as part of the solution?

A. the need to simplify the development of customer-facing mobile engagement apps
B. the need to manage wired and wireless devices from one interface
C. the need for machine-learning-based insights into network health and connectivity
D. the need for always-on wireless connectivity with no downtime

Answer: B

NEW QUESTION 20
What business benefit does Aruba AirMatch provide?

A. better load balancing and availability for controllers
B. enhanced user experience in dense environments
C. simpler troubleshooting with AP and client tracking
D. better security through matching policies on wireless and wired

Answer: B

NEW QUESTION 21
What advantages do Aruba micropolicies provide your customers?

A. Apply user-aware and IoT-aware policies that adapt to changing conditions
B. Enforce a secure VPN connection for remote users to protect the network from malicious attacks
C. Detect malware and attacks with the latest signatures downloaded from Aruba
D. Provide a backend database for enforcing security issues

Answer: A

NEW QUESTION 26
A small customer has a tight budget but needs 10 GbE uplinks. Which HPE OfficeConnect switch should you suggest?

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

Answer: C

NEW QUESTION 30
What is one business benefit of Virtual Switching Extension (VSX)?

A. It helps to optimize ArubaOS switches to connect to servers in a highly virtualized data center environment.
B. It enables companies to extend services consistently across sites through the use of VPN tunnels between ArubaOS switches.
C. It enables companies to apply consistent policies on wireless users and wired users connected to ArubaOS switches.
D. It helps to reduce downtime for a network core of ArubaOS switches, while also providing a simple architecture.

Answer: A

NEW QUESTION 31
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 33
What is one indication that a customer could be a good candidate for an Aruba wireless solution?

A. The customer is a company of about 60 employees and wants a simple plug-and-play solution.
B. The customer recently upgrade their wired network to a third-party vendor's equipment.
C. The customer wants to ensure better segmentation of the wired network from the wireless one.
D. The customer has another vendor's wireless solution and experiences dropped calls in their UCC solution that negatively affects productivity.

Answer: D

NEW QUESTION 38
An SMB has ArubaOS switches and Aruba Instant APs. The company is growing and wants to simplify deploying and managing the infrastructure devices.
What should you explain?

A. Aruba switches and APs can integrate with third-party SEIM solutions to simplify management.
B. Aruba AirWave is specifically designed as a management tool for SMB customers such as this.
C. Aruba Mobility Master (MM) can manage the Instant APs and simplify deployment.
D. Aruba Central provides simple cloud-based management and Zero Touch Provisioning (ZTP).

Answer: D

NEW QUESTION 39
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