Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions

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NEW QUESTION 1
What is a use case for HPE Aruba Networking Central with AIOps?

A. Simplifying the architecture of a data center attached to the campus.
B. Finding network connectivity and performance issues before they impact business- critical apps.
C. Upgrading the network more frequently by leasing, rather than purchasing, infrastructure devices.
D. Enhancing the deployment of IoT devices by delivering an analytics platform at the edge.

Answer: B

Explanation:
HPE Aruba Networking Central with AIOps is a cloud-native network management solution that leverages artificial intelligence to provide full-stack insights for enhanced root cause analysis, impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications. 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."
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 15: "Aruba Central with AIOps provides AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications."
•HPE Aruba Networking simplifies IT operations with AIOps-driven cloud management and new network-as-a-service capabilities available on HPE GreenLake: "To alleviate time spent on network troubleshooting and optimization, the HPE Aruba Networking Central cloud network management platform has been re-designed to simplify operations and improve productivity by leveraging artificial intelligence for IT operations (AIOps) to reduce manual tasks, so stretched networking teams can focus on more strategic and higher-value projects."
•HPE Aruba network platforms gain AIOps, Agile NaaS: "The next generation of HPE Aruba Networking Central will leverage artificial intelligence for IT operations (AIOps), providing AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment and recommendations."

NEW QUESTION 2
What is one of the advantages of selling HPE GreenLake for Aruba NaaS Service Packs?

A. They are the only HPE GreenLake for Aruba solutions that include Customer Experience Management at no extra cost.
B. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
C. They simplify the process of designing and selling network-as-a-service solutions to customers.
D. They enable you to customize network as-a-service solutions as needed to meet customer requirements.

Answer: C

Explanation:
HPE GreenLake for Aruba NaaS Service Packs are pre-defined bundles of HPE Aruba Networking solutions that can be consumed as a service with HPE GreenLake for Networking. They simplify the process of designing and selling network-as-a-service solutions to customers by providing a standardized and easy-to-quote solution for common use cases, such as hybrid work, connected retail, and hybrid learning12.
References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking | HPE Aruba Networking2: HPE GreenLake for Aruba networking – NaaS Service Packs - PSNow

NEW QUESTION 3
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 4
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 5

Which characteristic indicates a good opportunity for an HPE GreenLake for Aruba solution?

A. Preferring to use network equipment beyond typical refresh cycles
B. Being focused on budget and price-per-unit
C. Preferring in-house support and maintenance
D. Being under pressure to prove regulatory compliance

Answer: D

Explanation:
HPE GreenLake for Aruba is a network-as-a-service (NaaS) solution that enables customers to consume HPE Aruba Networking solutions as a service with HPE GreenLake for Networking. It provides customers with the flexibility, scalability, and security of a cloud- like experience, while reducing capital expenditures and operational costs1. One of the characteristics that indicates a good opportunity for this solution is being under pressure to prove regulatory compliance, as HPE GreenLake for Aruba helps customers meet compliance requirements such as SOC 2 Type 2, PCI DSS, HIPAA, and GDPR by providing secure and auditable network services23.
References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking2: Fortifying the digital frontier with NaaS SOC 2 Type 2 certification3: HPE GreenLake for Aruba partner benefits

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

What distinguishes HPE Aruba Networking EdgeConnect Enterprise from HPE Aruba Networking EdgeConnect SD-Branch?

A. HPE Aruba Networking EdgeConnect Enterprise integrates more fully with HPE Aruba Networking wired and zero-trust security solutions.
B. HPE Aruba Networking EdgeConnect Enterprise embeds support for remote workers while HPE Aruba Networking EdgeConnect SD-Branch does not.
C. HPE Aruba Networking EdgeConnect Enterprise offers the most advanced SD-WAN features, dynamically adapting to business needs.
D. HPE Aruba Networking EdgeConnect Enterprise consolidates more forms of connectivity because it supports LTE.

Answer: C

Explanation:
HPE Aruba Networking EdgeConnect Enterprise is designed for cloud-first organizations that need a secure network foundation for Zero Trust and SASE. It provides a first-class SD-WAN paired with a next-generation firewall, delivering unmatched quality of experience and advanced security1. HPE Aruba Networking EdgeConnect SD-Branch, on the other hand, is a simplified solution for the software-defined branch, encompassing each element within a branch—WAN, WLAN, wired, and security2.
References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking3: HPE ARUBA NETWORKING EDGECONNECT SD-WAN FAMILY - DATASHEET4: About - Aruba
Networking EdgeConnect SD-WAN2: Aruba EdgeConnect SD-Branch | HPE Aruba Networking

NEW QUESTION 8

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 9
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 10
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 networks1. 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 performance2.
References: 1: HPE Aruba Central | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking

NEW QUESTION 10
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 12
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