

## Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions

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### NEW QUESTION 1

You are meeting with a retailer, which has many small branches and is rapidly growing. What is one benefit of HPE Aruba Networking ESP solutions for this customer?

- A. The customer can deploy a single HPE Aruba Networking switch per site because the switches offer wired and wireless capabilities within one box.
- B. HPE Aruba Networking helps secure branches by requiring all traffic to be back-hauled to the data center.
- C. HPE Aruba Networking offers different architectures and network device families, each specialized for either campus or branch networking.
- D. Non-IT experts can install HPE Aruba Networking devices at new sites, and HPE Aruba Networking Central will automatically discover and configure them.

**Answer:** D

#### Explanation:

HPE Aruba Networking ESP solutions are designed to simplify and accelerate the deployment and management of branch networks. They enable non-IT experts to install HPE Aruba Networking devices such as access points, switches, and gateways at new sites, and HPE Aruba Networking Central will automatically discover and configure them using zero-touch provisioning<sup>12</sup>. This reduces the time and cost of setting up new branches, and ensures consistent and secure network policies across all sites<sup>3</sup>. References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking<sup>2</sup>: Aruba EdgeConnect MicroBranch | HPE Aruba Networking<sup>3</sup>: Retail Networking Solutions | HPE Aruba Networking

### NEW QUESTION 2

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 3

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 cloud<sup>1</sup>. 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 breakout<sup>23</sup>.

References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking<sup>2</sup>: HPE ARUBA NETWORKING EDGECONNECT SD-WAN FAMILY - DATASHEET<sup>3</sup>: Improve Application Performance | HPE Aruba Networking

### 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 costs<sup>1</sup>. 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 services<sup>2,3</sup>.

References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking<sup>2</sup>: Fortifying the digital frontier with NaaS SOC 2 Type 2 certification<sup>3</sup>: HPE GreenLake for Aruba partner benefits

**NEW QUESTION 6**

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 security<sup>1</sup>. 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 security<sup>2</sup>.

References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking<sup>3</sup>: HPE ARUBA NETWORKING EDGECONNECT SD-WAN FAMILY - DATASHEET<sup>4</sup>: About - Aruba Networking EdgeConnect SD-WAN<sup>2</sup>: Aruba EdgeConnect SD-Branch | HPE Aruba Networking

**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 workers<sup>1,2</sup>.

References: 1: IT's Toughest Work From Home Challenges | HPE Aruba Networking<sup>2</sup>: Why HPE and Aruba Enterprise Networking? | HPE

**NEW QUESTION 8**

What is one impact of Internet of Things (IoT) on customer environments?

- A. IoT consistently shifts network traffic away from the wireless network and towards the wired network.
- B. IoT helps customers minimize their vulnerability to attacks at the edge.
- C. IoT increases the number of devices that edge networks must accommodate.
- D. IoT decreases network utilization at the edge and increases utilization in the cloud.

**Answer: C**

**Explanation:**

Internet of Things (IoT) is the term used to describe the network of physical objects that are embedded with sensors, actuators, and connectivity to exchange data with other devices and systems over the internet. IoT devices can range from smart home appliances, wearable devices, industrial machines, vehicles, and more. IoT has a significant impact on customer environments, as it increases the number of devices that edge networks must accommodate, manage, and secure. Edge networks are the networks that connect users and devices to the core network and the cloud. As IoT devices proliferate, edge networks face challenges such as scalability, performance, reliability, security, and visibility.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: “Internet of Things (IoT) is the term used to describe the network of physical objects that are embedded with sensors, actuators, and connectivity to exchange data with other devices and systems over the internet.”
- Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: “Edge networks are the networks that connect users and devices to the core network and the cloud. They include campus, branch, remote, data center, and IoT networks.”
- Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: “As IoT devices proliferate, edge networks face challenges such as scalability, performance, reliability, security, and visibility.”
- What is IoT: The Internet of Things explained | McKinsey: “IoT uses a variety of technologies to connect the digital and physical worlds. Physical objects are embedded with sensors—which can monitor things like temperature or motion, or really any change in environment—and actuators—which receive signals from sensors and then do something in response to those changes.”
- How Is the Internet of Things Changing Our Lives?: “The Internet of Things (IoT) is changing our lives in many ways. It is transforming how we work, play, learn, and communicate. It is also creating new opportunities and challenges for businesses, governments, and society.”

#### NEW QUESTION 9

You are discussing a network upgrade with a mid-sized customer. The customer is worried about future-proofing the network. What should you explain about HPE Aruba Networking ESP?

- A. The customer will need to replace APs to migrate from a mid-sized to an enterprise architecture; however, HPE Aruba Networking offers buy-back incentives.
- B. HPE Aruba Networking makes it easy for customers to obtain enterprise-level features on existing switches; the customers must simply purchase Enterprise licenses.
- C. The customer can easily expand from a mid-sized to an enterprise deployment using the same HPE Aruba Networking Central management platform.
- D. HPE Aruba Networking can guarantee the customer access to future Wi-Fi standards through software upgrades rather than hardware upgrades.

**Answer:** C

#### Explanation:

HPE Aruba Networking ESP (Edge Services Platform) is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all network domains. It is designed to scale from small to large deployments, and to support customers’ evolving business needs and technologies. HPE Aruba Networking Central is the single pane of glass for managing Aruba ESP, and 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. Customers can use the same HPE Aruba Networking Central platform to manage their network regardless of the size, complexity, or location of their network.

#### References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 12: “Aruba ESP is a cloud- native platform that unifies infrastructure, security, policies, and AI-powered management across all network domains. It is designed to scale from small to large deployments, and to support customers’ evolving business needs and technologies.”
- 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 ESP (Edge Services Platform) | HPE Aruba Networking: “Aruba ESP (Edge Services Platform) | HPE Aruba Networking Home / Solutions / Aruba ESP Connect and secure your edges with a single unified platform HPE Aruba Networking Edge Services Platform (ESP) is a network architecture that unifies infrastructure, security, policies, and AI-powered management across all your edges. Read the solution brief Challenges Benefits How it works Customers Resources Apply consistent security policies across your network From highly confidential to top secret environments, ESP delivers secure connectivity from edge to cloud, leveraging Zero Trust and SASE security. Global policy orchestration, granular visibility, and device profiling ensure Zero Trust Unified SASE (SD- WAN & SSE) capabilities optimize QoS, routing, and traffic inspection Awarded various Common Criteria, FIPS-140 and FedRAMP certifications 150+ third party security integrations (i.e., FW, SSE, UEM, SIEM) Get the eBook Harness the potential of your Edge locations Advance the priorities of your business today and tomorrow with a network architecture that is: Unified AI-powered IT Secure Agile Exploring the ROI of Cloud- managed Networking with Aruba Central IT teams face higher levels of network complexity due to work-from-home initiatives, more IoT devices, and new cloud applications. Networks are becoming harder to troubleshoot, while the use of siloed management tools inhibits IT agility and increases risk of errors or downtime. Explore the infographic Read the blog Powering Hybrid Work in 2023 Explore Leesman data-driven insights into optimizing modern work and workplaces. Learn why hybrid work is here to stay, how office space investments are changing, and what IT infrastructure and operations are increasingly agile to keep pace with a dynamic workplace environment. Read the eBook Get the full report HPE (Aruba) is again named a Leader in the 2022 Gartner® Magic Quadrant™ for Enterprise Wired and WLAN Infrastructure For the 17 th consecutive time, HPE (Aruba) has been named a Leader in the 2022 Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure. Get the report Edge transformation in action Convert your edge data into new business outcomes HPE Aruba Networking ESP is a cloud-native architecture built for the Intelligent Edge. Hover over the numbers to learn how each element helps you gain deeper insights into the potential of your Edge data. Related resources Aruba ESP and IoT Aruba ESP can help you accelerate digital transformation, with a future-proof hyper-aware network that combines IT and IoT on a single platform. Watch the video Network as a Service enables flexible consumption of secure and agile enterprise networks As an IDC analyst paper sponsored by Aruba, this paper provides insights into NaaS today based on a survey of over 1000 North American IT and networking professionals and their plans around the implementation and usage of NaaS. Read the whitepaper A network that’s always protected, everywhere Aruba ESP increases protection levels while simplifying operations by applying the principles of Edge-to-cloud security, featuring a built-in foundation for Zero Trust and SASE frameworks.”

#### NEW QUESTION 10

What is one feature that sets HPE Aruba Networking location-based services apart from the competition?

- A. HPE Aruba Networking offers developers access to a GitHub with example scripts for automating the placement of APs on local maps.
- B. The latest HPE Aruba Networking APs can locate themselves with GPS and help automate the placement of APs on maps.
- C. The latest HPE Aruba Networking switches provide location-based services so customers can unify wired and wireless services.
- D. HPE Aruba Networking offers specialized devices for delivering location-based services, rather than using APs.

**Answer:** B

#### Explanation:

HPE Aruba Networking location-based services provide geographic context for applications such as wayfinding, asset tracking, and marketing campaigns. One of the features that sets them apart from the competition is that the latest HPE Aruba Networking APs can automatically locate themselves using GPS and help automate the placement of APs on maps, eliminating the need for costly and error-prone manual surveys<sup>12</sup>.

References: 1: Location Services | Meridian, Tags & Beacons | HPE Aruba Networking<sup>2</sup>: Bring the ease and accuracy of GPS to indoor location services

#### 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 14**

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 networks<sup>1</sup>. It helps IT staff to spend less time troubleshooting issues by using data-driven analytics, root cause analysis, and proactive remediation<sup>2</sup>. It also simplifies network troubleshooting with intuitive dashboards, action commands, and intelligent network insights<sup>3,4</sup>.

References: 1: HPE Aruba Central | HPE Aruba Networking<sup>2</sup>: AIOps for IT efficiency | HPE Aruba Networking<sup>3</sup>: Simplifying Network Troubleshooting | HPE Aruba Networking<sup>4</sup>: Optimize CX switch performance using HPE Aruba Networking Central

**NEW QUESTION 18**

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 Networking<sup>2</sup>: AIOps for IT efficiency | HPE Aruba Networking

**NEW QUESTION 23**

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