

HP

Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions



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 provisioning¹². This reduces the time and cost of setting up new branches, and ensures consistent and secure network policies across all sites³. References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking²: Aruba EdgeConnect MicroBranch | HPE Aruba Networking³: Retail Networking Solutions | HPE Aruba Networking

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 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 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 services^{2,3}.

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

What is one way you can differentiate HPE Aruba Networking AIOps from the competition?

- A. HPE Aruba Networking is the only vendor that has more than 5 years of proven domain expertise creating machine learning models.
- B. HPE Aruba Networking is the only vendor that applies AIOps to SD-Branch solutions.
- C. HPE Aruba Networking AIOps accesses an extensive telemetry data lake to provide IT staff with useful insights to act upon.
- D. HPE Aruba Networking AIOps is based on open standards, rather than proprietary technology.

Answer: C

Explanation:

HPE Aruba Networking AIOps is a cloud-based solution that leverages artificial intelligence and machine learning to provide insights, automation, and security for wired, wireless, and SD-WAN networks¹. One way you can differentiate it from the competition is by highlighting its access to an extensive telemetry data lake, which collects and analyzes data from millions of devices and hundreds of thousands of networks around the world². This enables HPE Aruba Networking AIOps to provide IT staff with useful insights, such as network performance optimization, device classification, user experience monitoring, and proactive remediation³.

References: 1: Management and Operations | HPE Aruba Networking²: The Aruba AIOps Advantage | HPE Aruba Networking³: AIOps Solution Overview | 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^{1,2}.

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

NEW QUESTION 8

Which customer need does HPE Aruba Networking EdgeConnect Mobile address?

- A. Enabling users to run demanding video conferencing applications over wireless connections at the corporate main office
- B. Enabling employees to connect to the corporate network from mobile devices and work from anywhere, including public locations
- C. Enabling secure connectivity between small branches and both the Internet and the corporate data center
- D. Enabling Zero Trust Security for wireless users accessing cloud applications from mid-sized branches

Answer: B

Explanation:

HPE Aruba Networking EdgeConnect Mobile is a secure SD-WAN solution that extends the benefits of HPE Aruba Networking EdgeConnect to mobile users and devices. It enables employees to connect to the corporate network from their smartphones, tablets, or laptops, and work from anywhere, including public locations such as airports, hotels, or coffee shops¹. It also provides consistent security, performance, and quality of experience for cloud and SaaS applications².

References: 1: Aruba EdgeConnect Mobile | HPE Aruba Networking²: HPE ARUBA NETWORKING EDGECONNECT MOBILE - DATASHEET

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 insights^{3,4}.

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 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 10

How does selling HPE GreenLake for Aruba solutions benefit Channel selling partners?

- A. They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.
- B. They can sell HPE Aruba Networking ESP solutions not available as traditional purchases.
- C. They can convert their existing customers to lease agreements to extend the customer engagement.
- D. They can add another source of income by increasing their annual recurring revenue.

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. For channel selling partners, HPE GreenLake for Aruba benefits them by providing them with a new source of income by increasing their annual recurring revenue, as well as unlocking new revenue and margin opportunities by offering value-added services to their customers^{2,3}. References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking²: HPE GreenLake for Aruba partner benefits³: Hewlett Packard Enterprise introduces channel programs and new HPE GreenLake cloud services to help partners deliver the cloud experience everywhere

NEW QUESTION 15

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 19

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 edges¹. 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 edge². It also integrates with third-party solutions to provide a comprehensive and flexible network management solution³.

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

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NEW QUESTION 20

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