

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 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

What is one way that HPE Aruba Networking ESP (Edge Services Platform) helps customers reduce operational costs?

- A. Customers can use HPE Aruba Networking NetEdit to manage multiple wired and wireless devices from a single console.
- B. HPE Aruba Networking ESP offloads all network management to common third-party solutions that customers likely already use.
- C. AI embedded in HPE Aruba Networking Central helps IT to troubleshoot more quickly and solve issues before they cause larger problems
- D. HPE Aruba Networking ESP solutions are plug-and-play and do not require any ongoing management.

Answer: C

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 the ways that it helps customers reduce operational costs is by embedding AI in HPE Aruba Networking Central, which is a cloud-based network management solution. HPE Aruba Networking Central with AIOps uses data-driven analytics, root cause analysis, and proactive remediation to help IT troubleshoot issues faster, optimize network performance, and improve user experience²³.

References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking²: AIOps for IT efficiency | HPE Aruba Networking³: Aruba Central for Cloud-managed networking | HPE Aruba Networking

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 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 4

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 5

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 might mean 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 6

What approach does Aruba Edge Service Platform (ESP) take towards IT operations?

- A. It applies machine learning to large data sets to identify issues and recommend fixes or optimizations automatically.
- B. It simplifies management by taking a one-size-fits all approach in which most settings are non-customizable.
- C. It relies on expert IT admins who work in specialized teams to manage their segment of the Aruba network.
- D. It uses a distributed analytics approach in which operators gain visibility into local issues.

Answer: A

Explanation:

Aruba ESP (Edge Services Platform) is a cloud-native platform that leverages artificial intelligence for IT operations (AIOps) to simplify and improve network operations across all edges. It uses machine learning to analyze data from various sources, such as network devices, users, applications, and security events, to provide insights, recommendations, and automation for network optimization and troubleshooting.

References:

•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."

•Introducing Aruba ESP: "Aruba ESP (Edge Services Platform) is the industry's first cloud-native platform designed to automate, unify, and secure the Edge — using AI to spot and fix problems before they impact your business."

•What is Aruba Edge Services Platform (ESP)? - Comport: "How Does Aruba ESP Work? Aruba ESP has the capability to analyze unstructured data that users, devices and applications provide across all of a network's domains. This data is then used to curate contextual information about identity, location, applications in use and security posture to become hyper-aware of a network's operations."

NEW QUESTION 7

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 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

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 12

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 16

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 Advantage | HPE Aruba Networking

NEW QUESTION 19

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