



HP

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

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 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 4

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 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

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)^{1,2}. 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 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 8

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 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

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 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 wireless networks.
- 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 13

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 17

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