

HPE2-W02 Dumps

Selling Aruba Products and Solutions

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NEW QUESTION 1

Your customer uses Aruba Central and ClearPass in their Aruba-powered campus network. The company is rapidly deploying branches and the CIO wants to ensure enterprise scalability for these networks without having to spend extra money on management. Which aspect of the Aruba Branch Gateway should you emphasize for this customer?

- A. smart rate ports for future-proofing
- B. routing through the data center for better security
- C. machine learning and AI-powered security assurance
- D. single policy enforcement point at branches

Answer: D

NEW QUESTION 2

For which scenario are Aruba Instant APs the recommended wireless solution?

- A. a home office that needs a simple way to connect to a corporate office
- B. a branch office that needs a simple deployment
- C. an enterprise that needs automation and centralized management
- D. an enterprise that needs bluetooth for location-based services

Answer: B

NEW QUESTION 3

Which 8400 switch software tool helps network administrators avoid configuration errors?

- A. Aruba NetEdit
- B. Time-series database
- C. Zero-Touch Provisioning
- D. HPE Smart Rate Ports

Answer: A

NEW QUESTION 4

A customer has indicated that IT staff members spend a lot of their time troubleshooting. The architect plans to propose Aruba 8400 switches at the core. What feature of this switch can the architect emphasize to address the customer issue?

- A. Network Analytics Engine (NAE)
- B. Smart Rate ports
- C. Dynamic segmentation
- D. Virtual Switching Extension (VSX)

Answer: A

NEW QUESTION 5

For which customer are HPE Office Connect OC20 APs the right solution?

- A. a university that needs to provide home wireless services and VPN access for faculty
- B. a medium business with 570 employees that needs a simple cloud-managed wireless solution
- C. a small business with 46 employees and the need for simple plug-and-play Wi-Fi
- D. a retailer that needs to support a large number of small branch sites

Answer: C

NEW QUESTION 6

Which Aruba solution uses Bluetooth Low Energy to precisely track the location of mobile users through their mobile devices?

- A. Aruba Asset Tags
- B. Aruba APs in Air Monitor (AM) mode
- C. Aruba Beacons
- D. Aruba APs in Spectrum Monitor (SM) mode

Answer: C

NEW QUESTION 7

You are meeting with a large hotel that needs a network upgrade. What is one benefit of Aruba solutions that you should emphasize to address a common concern of such customers?

- A. better access control over IoT deployments using either Aruba AirWave or Aruba Central
- B. simple management experience and end-to-end visibility for troubleshooting with Aruba IntroSpect
- C. a higher quality guest wireless experience with features such as ClientMatch, AirGroup, and Cape Networks
- D. better security that helps the hotel comply with regulations, based on Aruba Cape Networks sensors

Answer: C

NEW QUESTION 8

A customer currently has Cisco networking equipment, but you have made progress in convincing the customer that an Aruba solution will better suit their needs for their upgrade. However, the customer still has some reservations about changing vendors and plans to migrate gradually. What is one selling point of Aruba solutions for this customer?

- A. Aruba AirWave is multi-vendor, so it can manage both legacy Cisco products and Aruba products together.
- B. An Aruba Mobility Master (MM) can discover and monitor third-party products such as the legacy Cisco products.
- C. Aruba controllers support dynamic segmentation, which enables them to integrate with switches such as Cisco switches.
- D. Aruba Foundation Care offers financial services to make it more economically feasible for the customer to migrate to Aruba.

Answer: A

NEW QUESTION 9

You want to purpose an Aruba switching opportunity with a customer. What is a good question for opening the discussion?

- A. What are your plans to expand and secure your network?
- B. How do your users feel about Internet of Things (IoT) devices?
- C. Is your wired network ready to support location-based services?
- D. How much energy do your current network devices consume?

Answer: A

NEW QUESTION 10

A mid-sized customer is having trouble deciding between in a controllerless Aruba solution and a controller-based one. What can you explain to the customer about how Aruba protects the company's investment?

- A. The same Aruba APs can be deployed in controllerless Instant mode and then later changed to controlled mode.
- B. Aruba offers a buy-back program for controllerless Instant APs, making it cost effective to later deploy controlled APs.
- C. There is no difference in features and capabilities between a controllerless and controller-based Aruba solution.
- D. Aruba uses a cloud subscription-based licensing model for controllerless APs, and these licenses can be upgraded to controller licenses.

Answer: B

NEW QUESTION 10

What is one advantage of the experience-driven approach to management?

- A. It focuses on meeting business initiatives by improving performance, reliability, and secure network access.
- B. It relies on on-prem management exclusively so customers can avoid the security vulnerabilities of cloud.
- C. It relies on traditional tools that most IT admins are familiar with, such as the CLI, SNMP, and logs.
- D. It focuses on break-fix tools, so that IT spends its time keeping the lights on.

Answer: A

NEW QUESTION 14

You are pursuing an opportunity to sell an Aruba location-based service solution to a customer. The customer is also considering a Cisco location-based solution. What should you explain to distinguish the Aruba solution?

- A. Aruba beacons fully pair with users' devices for a more complete and effective solution while Cisco beacons do not establish a full pair.
- B. Aruba delivers an already complete mobile application tailored to the customer vertical while Cisco forces customers to create their own applications.
- C. Aruba offers PoE for beacons to make them easier to install and manage while Cisco beacons only support external power supplies.
- D. The Aruba solution can use cost-effective and easy-to-deploy battery-powered beacons or leverage beacons built into existing Aruba Aps while Cisco forces customers to rip and replace existing Aps for location services support.

Answer: D

NEW QUESTION 15

You want to begin qualifying a customer for Aruba IntroSpect. Which topic can you introduce to begin the conversation?

- A. how much insight IT staff have into the root causes behind performance issues
- B. whether the customer uses SEIM and is overwhelmed with alerts
- C. whether the customer has detected rogue Aps in the environment
- D. how the customer would like to define access policies for wireless users

Answer: A

NEW QUESTION 19

What is one way that the Aruba approach to architecture makes Aruba stand out against the competition?

- A. Aruba provides customers with a choice of five different architectures to provide greater flexibility.
- B. Aruba offers a simpler and more robust architecture by avoiding integration with third-party solutions.
- C. Aruba offers a software-defined architecture with a single platform and unified wired and wireless.
- D. Aruba provides two optimized architectures based on different software, one for branch and one for campus.

Answer: C

NEW QUESTION 24

A customer needs an AP that provides Wave 2 802.11ac for an outdoor environment. Which AP Series meets the need?

- A. AP 340
- B. AP 303H
- C. AP 360
- D. AP 330

Answer: C

NEW QUESTION 28

Which customer is a good target for an Aruba SD-Branch solution?

- A. an enterprise that needs to add one large branch over MPLS
- B. a retailer that needs to support a large number of small branch sites
- C. a university that needs to provide VPN access for faculty at home
- D. a small to medium business (SMB) that needs a simple solution to add a branch.

Answer: B

NEW QUESTION 31

A customer is not sure about the additional benefits of an Aruba Mobility Master (MM)-based architecture. What is one advantage that you should emphasize?

- A. Aruba MM adds built in network access control with micro-policies that enhance both security and user experience.
- B. Aruba MM enables Aruba AirMatch, which better optimizes RF in dense environments than simple Adaptive Radio management (ARM).
- C. Aruba Connectivity Health, which is embedded in MM, helps admins detect network issues before they cause problems.
- D. Aruba mobile engagement and location-based services are powered by the software platform and app dev kit in MM.

Answer: B

NEW QUESTION 36

Which of Aruba's guiding principles lets customers know that Aruba will prioritize their needs at every stage?

- A. A "better than cloud" approach helps customers move away from expensive cloud to a network that was specifically designed for an on-prem deployment.
- B. A "wired-first" approach lets customers know that Aruba is prepared for where the market is headed, due to the inherent insecurity of wireless devices.
- C. An "IT knows best" approach means that Aruba emphasizes that it has the deep and mature technologies that customers need and that those technologies come with complexities.
- D. A "customer first, customer last" approach means Aruba is committed to customer success at every stage, from product innovation and development to sales and support.

Answer: D

NEW QUESTION 38

What is one distinguishing feature of Aruba NetInsight and User-centric Service Assurance?

- A. They help improve customer engagement by providing a customizable Wi-Fi portal.
- B. They help to analyze customer usage patterns over a certain period of time so that companies can improve marketing campaign success.
- C. They help IT to simplify policy enforcement by enhancing visibility, authentication and authorization.
- D. They help deliver a better user experience with in-depth network analytics to assess user, device, and application connectivity.

Answer: D

NEW QUESTION 42

You are proposing an Aruba controller-based solution for a customer.

Which customer need indicates that you should propose Aruba Mobility Master as part of the solution?

- A. the need to simplify the development of customer-facing mobile engagement apps
- B. the need to manage wired and wireless devices from one interface
- C. the need for machine-learning-based insights into network health and connectivity
- D. the need for always-on wireless connectivity with no downtime

Answer: B

NEW QUESTION 45

What business benefit does Aruba AirMatch provide?

- A. better load balancing and availability for controllers
- B. enhanced user experience in dense environments
- C. simpler troubleshooting with AP and client tracking
- D. better security through matching policies on wireless and wired

Answer: B

NEW QUESTION 46

What advantages do Aruba micropolicies provide your customers?

- A. Apply user-aware and IoT-aware policies that adapt to changing conditions
- B. Enforce a secure VPN connection for remote users to protect the network from malicious attacks
- C. Detect malware and attacks with the latest signatures downloaded from Aruba
- D. Provide a backend database for enforcing security issues

Answer: A

NEW QUESTION 50

You want to determine if a customer is a good prospect to an Aruba Meridian and beacon solution. What is one topic that you should discuss?

- A. how much time IT staff members spend performing basic troubleshooting and whether this interferes with their ability to innovate
- B. how IT prioritizes unified management and integrating wired and wireless access
- C. how concerned the customer is about ensuring that only authorized employees can access the wireless network
- D. how the company is seeking to improve customer satisfaction scores and the role of mobile apps in their strategy.

Answer: D

NEW QUESTION 53

What is one way that industry analysts recognize Aruba's leadership in the industry?

- A. Gartner awarded Aruba the number two spot in five out of six use cases in its 2018 Critical Capabilities for Wired and Wireless LAN Access Infrastructure report.
- B. Industry analyst CRN recognizes Aruba primarily for its wireless expertise.
- C. Industry analysts have praised Aruba for its multiple wired and wireless architectures.
- D. Gartner has given Aruba the title of market leader in the wireless or wired and wireless LAN Access Magic Quadrant for more than 12 years in a row.

Answer: A

NEW QUESTION 56

What is one reason you should recommend the Aruba 2930F rather than the Aruba 2540 at the access layer?

- A. The customer needs static routing at the access layer, and the Aruba 2540 does not support any routing.
- B. The customer needs Power over Ethernet (PoE+), and the Aruba 2540 does not support this feature.
- C. The customer wants Smart Rate Ports, and the Aruba 2930F offers this feature.
- D. The customer prioritizes scalability, and the Aruba 2930F supports Virtual Switching Framework(VSF).

Answer: D

NEW QUESTION 59

Which two customer characteristics should lead you to position Aruba AirWave over Aruba Central? (Select two.)

- A. The customer has a multivendor network.
- B. The customer wants a CAPEX model with on-premises management.
- C. The customer wants to move to an OPEX model and access the management platform from anywhere.
- D. The customer is interested in guest Wi-Fi management, presence analytics, or managed services.
- E. The customer has limited IT resources in each of many branch offices.

Answer: AB

NEW QUESTION 62

A customer is concerned about unique Aps and wireless denial of service (DoS) attacks. Which Aruba security feature should you discuss?

- A. Policy Enforcement Firewall (PEF)
- B. IntroSpect
- C. deep Packet Inspection (DPI)
- D. RFProtect

Answer: D

NEW QUESTION 64

What is one business benefit of Virtual Switching Extension (VSX)?

- A. It helps to optimize ArubaOS switches to connect to servers in a highly virtualized data center environment.
- B. It enables companies to extend services consistently across sites through the use of VPN tunnels between ArubaOS switches.
- C. It enables companies to apply consistent policies on wireless users and wired users connected to ArubaOS switches.
- D. It helps to reduce downtime for a network core of ArubaOS switches, while also providing a simple architecture.

Answer: A

NEW QUESTION 69

A small customer compares switches based on price, but also has some advanced needs. You want the customer to understand why HPE OfficeConnect 1950 switches are the best solution for the company.

How would you sell the value of the HPE OfficeConnect 1950 Switch to this customer?

- A. This switch provides basic connectivity, plug-and-play simplicity, and security for an attractive price point.
- B. This switch is optimized for small businesses that need high performance and advanced features such high-speed uplinks and stacking.

- C. This switch is an unmanaged switch for remote offices that need entry-level features such high-speed uplinks and staking.
- D. This switch provides plug-and-play deployment for customers who require up to 100 GbE uplinks and advanced features such as dynamic segmentation.

Answer: B

NEW QUESTION 71

What is one key competitive advantage of Aruba AirWave over Cisco Prime?

- A. Aruba AirWave is cloud based, while Cisco Prime only offers on-premises management.
- B. Aruba AirWave integrates network access control, while Cisco Prime does not.
- C. Cisco Prime only supports Cisco, while Aruba AirWave offers multi-vendor support.
- D. Cisco Prime only offers single-server deployments, while Aruba offers larger deployments.

Answer: C

NEW QUESTION 76

What is one key advantage of Aruba wireless solutions as compared to Cisco Meraki solutions?

- A. Aruba offers cloud subscription-based licensing for all APs while Cisco Meraki requires a significant CAPEX expenditure.
- B. Aruba offers beamforming in APs to improve wireless coverage while Cisco Meraki Aps does not support any such feature.
- C. Aruba offers integration with an extensive ecosystem while Cisco Meraki offers little third-party integration.
- D. Aruba offers one simple choice for management while Cisco Meraki has a confusing array of management options.

Answer: D

NEW QUESTION 81

What is one key way that Aruba IntroSpect enhances security for a customer network?

- A. It enforces role-based policies to ensure the right users connect to the right resources.
- B. It provides an enhanced guest portal with user identification and tracking features.
- C. It inspects all traffic and ensures that sensitive data is securely encrypted.
- D. It ties security alerts to the user or device identify associated with the alert.

Answer: C

NEW QUESTION 86

What is one indication that a customer could be a good candidate for an Aruba wireless solution?

- A. The customer is a company of about 60 employees and wants a simple plug-and-play solution.
- B. The customer recently upgrade their wired network to a third-party vendor's equipment.
- C. The customer wants to ensure better segmentation of the wired network from the wireless one.
- D. The customer has another vendor's wireless solution and experiences dropped calls in their UCC solution that negatively affects productivity.

Answer: D

NEW QUESTION 91

A customer has an Aruba wireless network, but not wired. You want to emphasize the value of deploying Aruba access switches as well.

What is one advantage that you can explain?

- A. ArubaOS switches support the same embedded, role-based firewall as Aruba controllers and Instant Aps, leading to duplicated policy enforcement.
- B. ArubaOS switches provide a Network AnalyticsEngine (NAE) that helps to monitor, and ensure the health of both the wired and connected wireless network.
- C. ArubaOS switches that connect to Aruba Aps can provide beacon management software and help location-based services.
- D. ArubaOS switches can automatically re-configure their ports with the correct VLAN, QoS, and PoE+ settings when an Aruba AP connects.

Answer: B

NEW QUESTION 93

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