

HPE2-W02 Dumps

Selling Aruba Products and Solutions

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NEW QUESTION 1

What is the Aruba Experience Edge Platform?

- A. It is an experience-driven portal that provides access to a partnership ecosystem with Aruba technology partners.
- B. It complies the suite of products in the Aruba SD-WAN solution, including edge gateways and centralized gateways.
- C. It is analytics-driven security framework that includes Aruba IntroSpect, RF Protect, and ClearPass.
- D. It comprises the Aruba infrastructure, software, and partnerships that work together to improve user network experiences.

Answer: D

NEW QUESTION 2

You are meeting a new customer and think they might benefit from an Aruba mobile engagement strategy. What is one question you can ask to help qualify the customer?

- A. "How many of your employees are working remotely on a regular basis?"
- B. "Do you think your employees would be happier if they didn't have to engage directly with customers?"
- C. "How could a mobile app help you find innovative ways to increase customer satisfaction scores?"
- D. "How much money are you willing to dedicate to transforming your mobile platform?"

Answer: C

NEW QUESTION 3

A customer needs a wired solution upgrade. Which characteristic indicates a good prospect for an Aruba switching solution?

- A. The customer has found cloud applications to be too expensive and wants to limit their use.
- B. The customer needs a wireless upgrade as well and wants better wired and wireless integration.
- C. The customer considers cost the primary concern and is not worried about performance, security, or visibility.
- D. The customer is a small business with about 60 employees and needs a simple, plug-and-play solution.

Answer: B

NEW QUESTION 4

Your customer emphasizes the need to simplify network operations.

What is one reason for recommending Aruba 5400R zl2 switches for the customer's campus network?

- A. Virtual Switching Framework (VSF) allows customers to combine 5400R switches into a single virtual switch which simplifies management tasks and provides more resilient connectivity.
- B. Traditional stacking enables network administrators to manage up to 10 5400R switches from a single GUI.
- C. Backplane stacking enables multiple 5400R switches to function as a single logical switch, using dedicated modules and stacking cables to integrate the switches.
- D. Virtual Switching Extension (VSX) provides redundancy for management modules on the 5400R switches, with seamless failover.

Answer: A

NEW QUESTION 5

What is one way Aruba solutions help healthcare companies support BYOD and BioMed initiatives?

- A. Aruba Meridian regulates patient access and applies access controls that prevent patients from monopolizing bandwidth and interfering with more important traffic.
- B. Aruba Client Match maximizes performance in a dense environment with many different types of devices, enabling staff to communicate and access records more quickly.
- C. Aruba ClearPass automatically downloads software on every patient device to constantly track each asset's location, even if it leaves the premises.
- D. Aruba IntroSpect strictly enforces HIPPA regulations by only making records available to healthcare providers if the patient provides his or her password.

Answer: B

NEW QUESTION 6

You are proposing an Aruba wired and wireless solution to a customer. After a discussion about Aruba ClearPass and IntroSpect, a member of the security team asks about security measures that go beyond software solutions.

What is one advantage of Aruba Secure Infrastructure that you should emphasize to this technical influencer?

- A. Silicon root of trust creates a digital fingerprint in the silicon of ArubaOS switches to ensure they will never boot with compromised hardware.
- B. Connectivity Health collects and compiles information about switch configuration, protocol, and system state and uses machine learning to compare this information to baseline figures.
- C. An Aruba infrastructure reduces the likelihood traffic can be intercepted with centralized encryption and deep packet inspection.
- D. Aruba controlled APs maintain a distributed policy engine that defines who and what devices can connect to which data, infrastructure, and applications.

Answer: C

NEW QUESTION 7

Which statement indicates that the customer could benefit from Aruba asset tracking capabilities?

- A. "Our nurses are constantly running around looking for misplaced equipment; this not only wastes time, but also negatively affects and quality of care we provide to our patients".
- B. "We are a growing business and we want to encourage our employees to bring their own devices, but we are not exactly sure how best to manage and onboard

all of these devices”.

C. “We have several big machines at on our main constructions sites, a we need a process to quickly and accurately calibrate them all to help avoid any mishaps”.

D. “We have developed an app that our customers can download to explore the services available at our venue, but we want to enhance the app with more location-specific information”.

Answer: A

NEW QUESTION 8

A customer is concerned about wireless security, and specifically that employees could introduce malware into the network by visiting disreputable websites. Which security feature in Aruba Mobility Controllers (MCs) should you emphasize to address this specific concern?

- A. User and Entity Behavior Analytics (UEBA)
- B. Web Content Classification (WCC)
- C. RF Protect
- D. Application Visibility and Control

Answer: B

NEW QUESTION 9

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 10

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 10

What correctly describes the addressable market for SD-WAN and the opportunity that it presents?

- A. While the SD-WAN market experienced rapid growth over the past 5 years, the market is now slowing down and experiencing a small reduction in growth.
- B. While the SD-WAN market is much smaller than the campus switching and WLAN market in absolute value, the SD-WAN market is growing more rapidly.
- C. The SD-WAN market is experiencing slow growth at rates comparable to the campus and switching market as a whole, and it should peak in the next 5 years.
- D. The SD-WAN market is experiencing very rapid growth and will overtake the campus switching and WLAN markets in absolute value within the next 2 years.

Answer: A

NEW QUESTION 11

What is one challenge that is pushing customers toward SD-WAN solutions?

- A. need to move to exclusive MPLS for branch connections
- B. lack of control over and visibility into WAN traffic
- C. insufficient security expertise in IT staff at branches
- D. too few products and solutions at the branches across their WAN

Answer: A

NEW QUESTION 14

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 17

What is a primary difference between Aruba 310 and Aruba 340 Series APs?

- A. Aruba 340s support higher density deployments than Aruba 310s.
- B. Aruba 340s support outdoor deployments, and Aruba 310s support indoor ones.

- C. Aruba 340s support 802.11ac, and Aruba 310s support 802.11b/g/n only.
D. Aruba 340s support 802.11ax, and Aruba 310s support 802.11ac.

Answer: A

NEW QUESTION 22

You need to qualify a customer for an Aruba wireless solution.
What is one question that you should ask to start qualifying the customer?

- A. What types of applications and workloads are experiencing issues?
B. Are you ready to drop your wired network and go all wireless?
C. How much budget do you have allocated for IoT and other initiatives?
D. How much in-house expertise do you have in 802.11ac and 802.1ax solutions?

Answer: A

NEW QUESTION 26

Your customer is considering Aruba ClearPass for policy management, but suggests Microsoft's Active Directory is enough of an access control system to protect the enterprise network.
How should you counter this objection?

- A. Active Directory authenticates users, but true network access control must define who and which devices can connect to which devices, data, infrastructure, and apps, as ClearPass does.
B. While Active Directory can define access controls for users based on factors such as identity and type of connection, it does not provide machine learning to track user behavior, as ClearPass does.
C. Microsoft's Active Directory has been proven by multiple security analysts to be easily hackable, so it requires ClearPass's more secure credential repository to enhance it.
D. Active Directory alone is not enough, but when it is integrated with the role-based access firewall, the combined solution functions as a mobile device management solution.

Answer: A

NEW QUESTION 27

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 32

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 33

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 37

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 39

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 43

You have proposed Aruba 8400 switches as core switches for a customer. The customer is very concerned about the network always being on and has indicated that no maintenance window is permitted even for a core switch software upgrade. What feature of this switch should you explain?

- A. Backplane stacking
- B. Network Analytics Engine (NAE)
- C. Virtual Switching Extension (VSX)
- D. ArubaOS-CX Python-based APIs

Answer: C

NEW QUESTION 44

You have proposed an Aruba wireless solution to a hospital with very high availability requirements for the wireless network. Which feature of Aruba solutions should you explain provides seamless failover and live upgrades for mobility controllers?

- A. live mobility tracking with Aruba Meridian
- B. connectivity Health in AirWave or Central
- C. clustering with ArubaOS 8.x and above
- D. AirMatch and ClientMatch with Mobility Master (MM)

Answer: C

NEW QUESTION 47

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 49

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