

## Exam Questions HPE2-W02

Selling Aruba Products and Solutions

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#### NEW QUESTION 1

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 2

What is one key differentiating feature of Aruba ClearPass as compared to competitors such as Cisco?

- A. ClearPass Policy Manager adjusts access permissions based on circumstances of the user and the device for both pre-admission and attack response.
- B. ClearPass provides better visibility into application performance and user connectivity health than competitors.
- C. ClearPass focuses on fully supporting Aruba devices rather than attempting to provide multi-vendor support.
- D. ClearPass delivers both signature-based and anomaly-based detection of security threats instead of just signature-based.

**Answer:** A

#### NEW QUESTION 3

How do Aruba IntroSpect and Aruba ClearPass work together to increase value for customers?

- A. ClearPass provides Guest Wi-Fi management, while IntroSpect offers the customizable portal which includes social logins.
- B. IntroSpect provides centralized encryption that combines with deep packet inspection from the ClearPass firewall to provide trusted traffic.
- C. ClearPass Sensors are placed in areas with high mobile wireless traffic
- D. They send information to IntroSpect, which used machine learning analytics to analyze Wi-Fi performance and provide suggestions for how to improve performance.
- E. IntroSpect detects anomalies and once an Entuty360 Risk Score reaches a certain level, it can send an alert to ClearPass, which can invoke a range of responses based on pre-defined.

**Answer:** C

#### NEW QUESTION 4

You want to propose 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 5

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 6

What are two of the most important values that IT executives consider when making purchasing decisions (Select two.)

- A. They want to shift away from cloud solutions.
- B. They want to efficiency to do more with fewer resources.
- C. They want to segregate core functions in the data center so they can manage silos more efficiently.
- D. They want trust in the network, knowing that it will ensure productivity and security.
- E. They want to move to a CAPEX model to increase line-of-business budgets.

**Answer:** BD

#### NEW QUESTION 7

A customer is concerned about the performance of the company's wireless network. What two Aruba features would you emphasize in your discussions with this customer? (Select two.)

- A. Web Content Classification
- B. AirMatch
- C. Deep packet inspection

- D. Dynamic segmentation
- E. RFPProtect

**Answer:** BD

#### NEW QUESTION 8

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 9

As customers deploy more Internet of Things (IoT) devices, what is one implication for potential Aruba customers?

- A. Continuous monitoring and NAC cannot detect IoT devices because they do not appear like mobile and BYOD devices on network management software.
- B. Most IoT devices introduce vulnerabilities because they don't utilize any standard set of security defenses.
- C. IoT devices require special management software because they use different wireless standards than the standards that most wireless devices are built for.
- D. IoT devices require cloud management and data storage, so customers need to have a hybrid infrastructure in place.

**Answer:** B

#### NEW QUESTION 10

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 10

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 15

Which characteristic could make a Virtual Mobility Controller (VMC), as opposed to a hardware controller, a good solution for a customer?

- A. need for flexibility in moves and changes
- B. desire to remain on pre-8.0 ArubaOS code
- C. need for highest throughput
- D. little communication between server and networking teams

**Answer:** A

#### NEW QUESTION 16

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 18

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 23

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 24

You have proposed an Aruba wireless solution and Aruba AirWave to an event center. This event center wants to distinguish itself by offering a quality wireless experience, so it requires consistent, reliable, and high quality connectivity throughout the venue.  
In particular, the customer also needs insights into device and application performance. Which additional solution should you recommend?

- A. Aruba User and Entity Behavior Analytics  
B. Aruba Central  
C. Aruba User-centric Service Assurance  
D. Aruba IntroSpect

**Answer:** C

#### NEW QUESTION 25

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 28

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 31

A small customer has a tight budget but needs 10 GbE uplinks. Which HPE OfficeConnect switch should you suggest?

- A. HPE OfficeConnect 1620 switch  
B. HPE OfficeConnect 1820 switch  
C. HPE OfficeConnect 1850 switch  
D. HPE OfficeConnect 1405 switch

**Answer:** C

#### NEW QUESTION 33

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. RFPProtect

**Answer:** D

#### NEW QUESTION 37

Which customer statement indicates that you have an ideal opportunity for selling an Aruba mobile engagement solution?

- A. "Airports are known for being a hassle, but we want to change thi
- B. We would like to give travelers a way to find parking, navigate to their gate on a map, and find deals."
- C. "We want to use technology to accelerate student learning, but to achieve this we need a network that gives priority handling to collaboration and multi-media apps."
- D. "We are a fast paced game design company, but developers have been complaining about unresponsive applications, and we think that a slow network is to blame."
- E. "Our business is ever-expanding and we have added so many new mobile devices and so much wireless equipment that our admins cannot keep track of the
- F. We need a way to simplify management."

**Answer:** B

#### NEW QUESTION 39

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 40

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 45

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