

**100%** Money Back  
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**Vendor:**HP

**Exam Code:**HPE2-W02

**Exam Name:**Selling Aruba Products and Solutions

**Version:**Demo

### QUESTION 1

Which challenge does the increase of digital learning environments present to primary schools?

- A. Schools are not deploying enough wired and wireless IoT devices for the digital learning environments to succeed.
- B. Schools often have too large of an IT department, which can result in a network that is too mismanaged and siloed to meet performance requirements.
- C. Schools lack the budget to obtain a reliable wired and wireless network that can handle the increase in devices and connectivity needs.
- D. Schools have focused primarily on cloud solutions for the past decade, so switching back to an onprem infrastructure seems daunting.

Correct Answer: C

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### QUESTION 2

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

- A. Customers are less likely to be interested in cloud applications as they turn their attention to the network edge.
- B. Customers are more likely to want a CAPEX model for network infrastructure to offset operating costs for IoT.
- C. Customers are more interested in proprietary end-to-end solutions than in solutions with multi-vendor support.
- D. Customers are increasingly interested in network access control (NAC) and continuous monitoring for anomalies.

Correct Answer: A

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### QUESTION 3

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.

Correct Answer: A

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#### QUESTION 4

A customer has many branch offices and is expanding. The customer wants a simpler way to deploy wired networking equipment. What should you emphasize about ArubaOS-Switches?

- A. NetEdit enables automation of the switch configuration from a centralized management console
- B. Aruba Network Analytics Engine enables IT to sync configuration settings on all ArubaOS-Switches across the network
- C. Zero Touch Provisioning (ZTP) enables plug-and-play deployment of switches by non-IT experts
- D. Virtual Switch Extension (VSX) allows IT staff to add up to 10 switches to a virtual stack

Correct Answer: D

Reference: <https://siliconangle.com/2019/10/22/hpe-aruba-adopts-single-architecture-campus-wideswitching/>

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#### QUESTION 5

How can Aruba AirWave and its unique feature set help you to increase your sales pipeline?

- A. With the managed services option, you can use AirWave to add an additional revenue stream to your business.
- B. Because AirWave is required for the Aruba role-based firewall to work, you should be able to add it on to all wireless solution sales.
- C. AirWave's cloud-based management model attracts customers who traditionally avoid deploying management solutions.
- D. Multivendor network management can provide you with entry into competitive accounts and ease the transition to Aruba solutions.

Correct Answer: C

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#### 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

Correct Answer: C

### QUESTION 7

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.

Correct Answer: A

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### QUESTION 8

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.

Correct Answer: D

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### QUESTION 9

A customer has a management solution that provides RF-metrics for the wireless solution, but this information is not enough to identify the source of all connectivity issues.

The customer needs one management solution that will reduce helpdesk tickets and go beyond RF analysis.

Which feature of Aruba management solutions should you emphasize to this customer?

- A. AppRF
- B. User and Entity Behavior Analytics
- C. VisualRF

D. Connectivity Health

Correct Answer: D

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#### QUESTION 10

What is an advantage of the Aruba Software Platform? (Select two.)

- A. It makes the underlying infrastructure smarter, helping to deliver contextual experiences for end users and line-of-business teams.
- B. It uses proprietary technologies that prevent third-party integration, providing more sales opportunities for Aruba.
- C. It embeds the ArubaOS-CX Network Analytics Engine (NAE) into all wired and wireless infrastructure to improve security.
- D. It is the industry's first WLAN software platform that offers exclusive cloud deployment so that customers have a single simple choice.
- E. It is programmable, with an API-first design that helps to encourage automation and integration.

Correct Answer: CD

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#### QUESTION 11

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)

Correct Answer: C

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#### QUESTION 12

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.

Correct Answer: B