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Vendor:HP

Exam Code:HPE2-W07

Exam Name:Selling Aruba Products and Solutions

Version:Demo

QUESTION 1

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.

Correct Answer: B

QUESTION 2

For which use case should you recommend an Aruba virtual gateway?

- A. Eliminating the need for branch gateway appliances by replacing them with virtual gateways that run on commodity hardware
- B. Managing branch gateways across multiple sites and providing the SD-WAN orchestration capabilities
- C. Integrating Aruba CX switches into a virtualized data center, such as one that uses VMware vSphere 3
- D. Connecting Aruba branch gateways to cloud applications through a virtual private cloud such as Amazon web Services (AWS)

Correct Answer: B

QUESTION 3

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

Correct Answer: A

QUESTION 4

Which two Aruba solutions are available as SaaS solutions?

- A. CX APs and Switches.
- B. Central Aruba and Clearpass
- C. Aps and Gateways
- D. Central Aruba and CX switches

Correct Answer: B

QUESTION 5

A customer wants to integrate Aruba CX switches with the company's own orchestration tool. What should you suggest?

- A. Have customer staff use the switch's native UI, which eliminates the need for complex orchestration
- B. That the customer team use the switches RESTful API to program the integration
- C. Customer choose an HPE orchestration tool that best fits Aruba's data center solutions
- D. Customer use Aruba Clearpass to integrate switches with Aruba tool

Correct Answer: A

QUESTION 6

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.

Correct Answer: A

QUESTION 7

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.

Correct Answer: C

QUESTION 8

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

QUESTION 9

Which statement indicates that a customer could be a good fit for an Aruba location-based solution?

- A. "Our apps are a big part of our businesses, but our production rate is starting to slow down as we hire new developers that just are not familiar with our development tools."
- B. "We are a large business with lots of remote offices. We need to ensure all the network services that we provide in our main campus are available in these other locations as well."
- C. "We have many different branch sites, and we need an easier way to apply consistent and appropriate security policies to employees and users at every location across our network."
- D. "We often launch marketing campaigns in different areas of our stores, but we don't have a way to determine how successful these promotions are and if they draw in customers."

Correct Answer: D

QUESTION 10

What is one way Aruba solutions help customers overcome visibility challenges in the data center?

- A. Aruba CX Network Analytics Engine (NAE) provides continuous monitoring and alerts that help IT quickly discover issues and their root causes.
- B. Aruba ClearPass Device insight helps customers map applications\ how across both virtual and physical networks.
- C. Aruba NetEdit gives customers visibility into the data center network from virtual machines (VMs) all the way across virtual and physical networks.
- D. Aruba User Experience insight (UXI) helps IT to determine why data center applications are not performing as well as they should be.

Correct Answer: A

QUESTION 11

You have proposed an Aruba solution for a customer who needs a network upgrade. The customer wants to improve performance for and more quickly resolve issues with wireless applications such as Microsoft Skype for Business.

What is one Aruba solution that you should emphasize meets these requirements?

- A. Aruba Mobility Controller (MC) with its RFProtect feature
- B. Aruba AirWave with its UCC Analytics dashboard
- C. Aruba ClearPass with its Voice User dashboard
- D. Aruba Mobility Master (MM) with its Network Analytics Engine (NAE)

Correct Answer: B

QUESTION 12

A customer complains about the complexity of wired network architectures? What should you explain about ArubaOS switches?

- A. Network Analytics Engine (NAE) analyzes network traffic patterns and automatically reconfigures the network architecture in order to optimize traffic flows.
- B. ArubaOS switches deliver the high performance and features that enterprise customers need combined with the simplicity of an unmanaged switch that requires zero configuration.
- C. Dynamic segmentation divides the wired network architecture into three logical tiers, making it simpler to deploy the switches with less work on the part of managers.
- D. Aruba switches bring performance, security and operational simplicity to enterprise networks with innovations like Segmentation and Aruba Network Analytics Engine.

Correct Answer: D