

HP

Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions



NEW QUESTION 1

What is one way that HPE Aruba Networking ESP (Edge Services Platform) helps customers reduce operational costs?

- A. Customers can use HPE Aruba Networking NetEdit to manage multiple wired and wireless devices from a single console.
- B. HPE Aruba Networking ESP offloads all network management to common third-party solutions that customers likely already use.
- C. AI embedded in HPE Aruba Networking Central helps IT to troubleshoot more quickly and solve issues before they cause larger problems
- D. HPE Aruba Networking ESP solutions are plug-and-play and do not require any ongoing management.

Answer: C

Explanation:

HPE Aruba Networking ESP is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all your edges¹. One of the ways that it helps customers reduce operational costs is by embedding AI in HPE Aruba Networking Central, which is a cloud-based network management solution. HPE Aruba Networking Central with AIOps uses data-driven analytics, root cause analysis, and proactive remediation to help IT troubleshoot issues faster, optimize network performance, and improve user experience^{2,3}.

References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking²: AIOps for IT efficiency | HPE Aruba Networking³: Aruba Central for Cloud-managed networking | HPE Aruba Networking

NEW QUESTION 2

You are attempting to determine if a customer might be a good candidate for WAN transformation with HPE Aruba Networking EdgeConnect. What is one challenge to which you should listen?

- A. The customer needs to improve security for microservices in the data center.
- B. The customer tried to implement location-based services in the past but found it too difficult.
- C. The customers' admins struggle to manage wired and wireless devices together.
- D. The customers' branch users experience poor performance for cloud applications.

Answer: D

Explanation:

HPE Aruba Networking EdgeConnect is a secure SD-WAN solution that provides a unified fabric for WAN, security, and cloud¹. It can address the customer challenge of delivering high-quality user experience for cloud applications by using advanced features such as dynamic path control, path conditioning, WAN optimization, and secure internet breakout^{2,3}.

References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking²: HPE ARUBA NETWORKING EDGECONNECT SD-WAN FAMILY - DATASHEET³: Improve Application Performance | HPE Aruba Networking

NEW QUESTION 3

What is one distinguishing benefit of HPE Aruba Networking Fabric Composer?

- A. It simplifies the deployment of HPE Aruba Networking APs at branch sites.
- B. It establishes an easily automated, software-defined network.
- C. It automatically establishes secure connections between branch offices and the main office.
- D. It unifies the management of HPE Aruba Networking APs and switches.

Answer: B

Explanation:

HPE Aruba Networking Fabric Composer is an intelligent, API-based, software-defined networking (SDN) orchestration solution that simplifies and accelerates leaf-spine network provisioning and day-to-day operations across rack-scale compute and storage¹. It enables IT staff to manage a discrete set of switches as a single networking fabric, and to automate workflows and integrate with third-party frameworks².

References: 1: Aruba Fabric Composer | HPE Aruba Networking²: Introducing Aruba Fabric Composer | Atmosphere 2021

NEW QUESTION 4

Which customer challenge indicates a good opportunity for selling HPE Aruba Networking EdgeConnect solutions?

- A. The customer needs more WAN bandwidth but finds it cost-prohibitive to expand bandwidth on the company's current leased lines.
- B. The customer needs to simplify troubleshooting for the HPE Aruba Networking infrastructure devices already deployed at the main office.
- C. The customer needs to simplify by deploying a consistent switching platform across the campus and data center.
- D. The customer has no IT staff and needs a simple mobility solution for the company's single small site.

Answer: A

Explanation:

HPE Aruba Networking EdgeConnect solutions enable customers to leverage multiple WAN transport options, such as broadband internet, 4G/5G/LTE, and MPLS, to optimize bandwidth, performance, and cost. EdgeConnect solutions also provide dynamic path control, which automatically steers traffic to the best available path based on business intent policies and real-time network conditions. This way, customers can increase WAN bandwidth without increasing costs or complexity.

References:

•Selling HPE Aruba Networking Solutions, Rev.23.11, page 16: "EdgeConnect SD-WAN platform enables customers to use any combination of WAN transport technologies without compromising network or application performance. It supports MPLS, 4G/5G/LTE, and internet-based hybrid WAN data paths and a control plane that is automated and secured by Aruba Orchestrator management software to provide policy-based virtual network segmentation and acceleration of on-premise and SaaS cloud applications."

•Aruba EdgeConnect SD-WAN | HPE Aruba Networking: "Aruba EdgeConnect SD-WAN | HPE Aruba Networking Home / Products / SD-WAN / EdgeConnect EdgeConnect SD- WAN The EdgeConnect SD

NEW QUESTION 5

What approach does Aruba Edge Service Platform (ESP) take towards IT operations?

- A. It applies machine learning to large data sets to identify issues and recommend fixes or optimizations automatically.
- B. It simplifies management by taking a one-size-fits all approach in which most settings are non-customizable.
- C. It relies on expert IT admins who work in specialized teams to manage their segment of the Aruba network.
- D. It uses a distributed analytics approach in which operators gain visibility into local issues.

Answer: A

Explanation:

Aruba ESP (Edge Services Platform) is a cloud-native platform that leverages artificial intelligence for IT operations (AIOps) to simplify and improve network operations across all edges. It uses machine learning to analyze data from various sources, such as network devices, users, applications, and security events, to provide insights, recommendations, and automation for network optimization and troubleshooting.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 15: "Aruba Central with AIOps provides AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications."
- Introducing Aruba ESP: "Aruba ESP (Edge Services Platform) is the industry's first cloud-native platform designed to automate, unify, and secure the Edge — using AI to spot and fix problems before they impact your business."
- What is Aruba Edge Services Platform (ESP)? - Comport: "How Does Aruba ESP Work? Aruba ESP has the capability to analyze unstructured data that users, devices and applications provide across all of a network's domains. This data is then used to curate contextual information about identity, location, applications in use and security posture to become hyper-aware of a network's operations."

NEW QUESTION 6

Which customer need does HPE Aruba Networking EdgeConnect Mobile address?

- A. Enabling users to run demanding video conferencing applications over wireless connections at the corporate main office
- B. Enabling employees to connect to the corporate network from mobile devices and work from anywhere, including public locations
- C. Enabling secure connectivity between small branches and both the Internet and the corporate data center
- D. Enabling Zero Trust Security for wireless users accessing cloud applications from mid-sized branches

Answer: B

Explanation:

HPE Aruba Networking EdgeConnect Mobile is a secure SD-WAN solution that extends the benefits of HPE Aruba Networking EdgeConnect to mobile users and devices. It enables employees to connect to the corporate network from their smartphones, tablets, or laptops, and work from anywhere, including public locations such as airports, hotels, or coffee shops¹. It also provides consistent security, performance, and quality of experience for cloud and SaaS applications².

References: 1: Aruba EdgeConnect Mobile | HPE Aruba Networking2: HPE ARUBA NETWORKING EDGECONNECT MOBILE - DATASHEET

NEW QUESTION 7

A customer states, " We've recently deployed a lot of "smart" wireless devices for building automation, and our current network isn't reliable enough for them." What should you conclude?

- A. You might have a good opportunity to sell HPE Aruba Networking Wi-Fi 6 or 6E and Aruba Central solutions to this customer.
- B. You should advise this customer to wait until Wi-Fi 7 is released to upgrade their network.
- C. You might have a good opportunity to sell HPE Aruba Networking Central to this customer, but probably not HPE Aruba Networking APs or switches.
- D. You should advise this customer to move the "smart" devices to Ethernet connections and deploy HPE Aruba Networking switches.

Answer: A

Explanation:

HPE Aruba Networking Wi-Fi 6 or 6E solutions are designed to provide fast, reliable, and secure wireless connectivity for smart devices and IoT applications. They support high-density environments, multi-gigabit speeds, and advanced features such as OFDMA and TWT¹². HPE Aruba Networking Central is a cloud-based network management platform that simplifies and automates the deployment, configuration, and monitoring of wireless, wired, and SD-WAN networks³. It also provides AI-powered insights, automation, and security for the entire network³.

References: 1: Network Switches for Enterprise | HPE Aruba Networking2: Technical guide to Wi-Fi 6E and the 6 GHz band - Aruba3: Aruba Central for Cloud-managed networking | HPE Aruba Networking

NEW QUESTION 8

A customer's employees need to connect to the corporate network from their own home offices. IT finds it difficult to support these employees and get them connected securely. What HPE Aruba Networking solution should you recommend?

- A. HPE Aruba Networking EdgeConnect Enterprise
- B. HPE Aruba Networking EdgeConnect MicroBranch
- C. HPE Aruba Networking Fabric Composer
- D. HPE Aruba Networking CX switches

Answer: B

Explanation:

HPE Aruba Networking EdgeConnect MicroBranch is a secure SD-WAN solution that extends the benefits of HPE Aruba Networking EdgeConnect to home offices and small offices. It enables employees to connect to the corporate network from their own devices, and provides consistent security, performance, and quality of experience for cloud and SaaS applications¹. It also simplifies and automates the deployment and management of home office networks, and integrates with HPE Aruba Networking Central for cloud-based visibility and control².

References: 1: Aruba EdgeConnect MicroBranch | HPE Aruba Networking2: Aruba Central for Work From Home Initiatives At-a-Glance

NEW QUESTION 9

You think a customer might be a good candidate for HPE Aruba Networking EdgeConnect. You are having a conversation with two network admins, who are key technical influencers.

What is one good topic to discuss with these customers, based on their persona?

- A. Why on-prem security solutions are superior to cloud-delivered security.
- B. The customer's disaster recovery plan in case of widespread natural disaster.
- C. How much time they spend getting branch sites set up and troubleshooting issues.
- D. Why MPLS is a superior technology as compared to other WAN technologies.

Answer: C

Explanation:

HPE Aruba Networking EdgeConnect is a secure SD-WAN solution that simplifies and accelerates the deployment and management of branch networks. It enables network admins to centrally orchestrate business policies, automate provisioning, and monitor network performance and security from a single dashboard¹. It also reduces the time and cost of troubleshooting issues by using AI-powered insights and recommendations². A good topic to discuss with network admins is how HPE Aruba Networking EdgeConnect can help them save time and resources, and improve their productivity and efficiency. References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking²: AIOps for IT efficiency | HPE Aruba Networking

NEW QUESTION 10

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