HP

Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions

NEW QUESTION 1
You are meeting with a retailer, which has many small branches and is rapidly growing. What is one benefit of HPE Aruba Networking ESP solutions for this customer?

A. The customer can deploy a single HPE Aruba Networking switch per site because the switches offer wired and wireless capabilities within one box.
B. HPE Aruba Networking helps secure branches by requiring all traffic to be back-hauled to the data center.
C. HPE Aruba Networking offers different architectures and network device families, each specialized for either campus or branch networking.
D. Non-IT experts can install HPE Aruba Networking devices at new sites, and HPE Aruba Networking Central will automatically discover and configure them.

Answer: D

Explanation:
HPE Aruba Networking ESP solutions are designed to simplify and accelerate the deployment and management of branch networks. They enable non-IT experts to install HPE Aruba Networking devices such as access points, switches, and gateways at new sites, and HPE Aruba Networking Central will automatically discover and configure them using zero-touch provisioning12. This reduces the time and cost of setting up new branches, and ensures consistent and secure network policies across all sites3. References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking2: Aruba EdgeConnect MicroBranch | HPE Aruba Networking3: Retail Networking Solutions | HPE Aruba Networking

NEW QUESTION 2
You are meeting with a customer's Chief Information Security Officer (CISO) and want to open a discovery conversation about HPE Aruba Networking Edge-to-Cloud Security solutions. What is one topic you should discuss?

A. How dependent the organization is on video conferencing and other collaboration applications and whether the CISO understands how to patch those applications' vulnerabilities.
B. How dependent the organization is on manually defined security policies and what risksthe organization runs if admins make errors in those policies.
C. Whether the CISO understands the encryption technologies that are improving security for modern wireless networks.
D. Whether the CISO understands the value of a single-vendor, end-to-end security solution and is ready to commit to a single vendor.

Answer: B

Explanation:
HPE Aruba Networking Edge-to-Cloud Security solutions enable customers to automate and simplify network security operations and enhance Zero Trust protection across all network domains. By using HPE Aruba Networking Central NetConductor, customers can orchestrate and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect. This reduces the risk of human errors, misconfigurations, and security breaches that can result from manually defined and managed policies.
References:
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 17: "Aruba Central NetConductor is a cloud-native network security service that automates and accelerates networking and policy orchestration across all network domains. It enables customers to define and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect."
•Edge-to-cloud, Zero Trust, and SASE security | HPE Aruba Networking: "Aruba Central NetConductor automatically configures infrastructure to deliver optimal network performance while enforcing granular access control security policies that are the foundation of Zero Trust and SASE architectures."
•HPE Aruba Networking Central NetConductor: Automate and Accelerate Networking and Policy Orchestration: "Aruba Central NetConductor eliminates the need for manual configuration and management of network policies, which can be error-prone, time- consuming, and inconsistent across network domains. It also reduces the risk of security breaches and compliance violations that can result from misconfigurations and gaps in policy enforcement."

NEW QUESTION 3
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 experience23.
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 4
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 breakout23.

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 5
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 6
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 7
What is one way you can differentiate HPE Aruba Networking AIOps from the competition?

A. HPE Aruba Networking is the only vendor that has more than 5 years of proven domain expertise creating machine learning models.
B. HPE Aruba Networking is the only vendor that applies AIOps to SD-Branch solutions.
C. HPE Aruba Networking AIOps accesses an extensive telemetry data lake to provide IT staff with useful insights to act upon.
D. HPE Aruba Networking AIOps is based on open standards, rather than proprietary technology.

Answer: C

Explanation:
HPE Aruba Networking AIOps is a cloud-based solution that leverages artificial intelligence and machine learning to provide insights, automation, and security for wired, wireless, and SD-WAN networks1. One way you can differentiate it from the competition is by highlighting its access to an extensive telemetry data lake, which collects and analyzes data from millions of devices and hundreds of thousands of networks around the world2. This enables HPE Aruba Networking AIOps to provide IT staff with useful insights, such as network performance optimization, device classification, user experience monitoring, and proactive remediation3.
References: 1: Management and Operations | HPE Aruba Networking2: The Aruba AIOps Advantage | HPE Aruba Networking3: AIOps Solution Overview | HPE Aruba Networking

NEW QUESTION 8
What is one impact of Internet of Things (IoT) on customer environments?

A. IoT consistently shifts network traffic away from the wireless network and towards the wired network.
B. IoT helps customers minimize their vulnerability to attacks at the edge.
C. IoT increases the number of devices that edge networks must accommodate.
D. IoT decreases network utilization at the edge and increases utilization in the cloud.

Answer: C

Explanation:
Internet of Things (IoT) is the term used to describe the network of physical objects that areembedded with sensors, actuators, and connectivity to exchange data with other devices and systems over the internet. IoT devices can range from smart home appliances, wearable devices, industrial machines, vehicles, and more. IoT has a significant impact on customer environments, as it increases the number of devices that edge networks must accommodate, manage, and secure. Edge networks are the networks that connect users and devices to the core network and the cloud. As IoT devices proliferate, edge networks face challenges such as scalability, performance, reliability, security, and visibility.
References:
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: "Internet of Things (IoT) is the term used to describe the network of physical objects that are

embedded with sensors, actuators, and connectivity to exchange data with other devices and systems over the internet."
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: "Edge networks are the networks that connect users and devices to the core network and the cloud. They include campus, branch, remote, data center, and IoT networks."
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: "As IoT devices proliferate, edge networks face challenges such as scalability, performance, reliability, security, and visibility."
•What is IoT: The Internet of Things explained | McKinsey: "IoT uses a variety of technologies to connect the digital and physical worlds. Physical objects are embedded with sensors—which can monitor things like temperature or motion, or really any change in environment—and actuators—which receive signals from sensors and then do something in response to those changes."
•How Is the Internet of Things Changing Our Lives?: "The Internet of Things (IoT) is changing our lives in many ways. It is transforming how we work, play, learn, and communicate. It is also creating new opportunities and challenges for businesses, governments, and society."

NEW QUESTION 9
An organization has adopted a hybrid work model and is concerned about security. Which distinguishing value of HPE Aruba Networking ESP should you emphasize?

A. HPE Aruba Networking ESP relays all user traffic through the HPE Aruba Networking cloud to filter and secure the traffic.
B. HPE Aruba Networking ESP makes it easy to enforce consistent role-based policies whether users connect from home, while traveling, or at an office.
C. HPE Aruba Networking ESP takes an Internet perimeter-focused approach to security, which is ideal for organizations with remote workers
D. HPE Aruba Networking ESP empowers admins to define manual security policies based on criteria such as switch port and SSID.

Answer: B

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 its distinguishing values is that it enables Zero Trust security, which applies consistent role-based policies to users and devices regardless of where they connect from2. This ensures that only authorized and authenticated users and devices can access the network and its resources. References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking2: A network that's always protected, everywhere | HPE Aruba Networking

NEW QUESTION 10
You are discussing HPE Aruba Networking ESP (Edge Services Platform) solutions with a customer. This customer has mentioned supporting remote and hybrid workers as a key business
initiative. What benefit of HPE Aruba Networking solutions should you emphasize?

A. Remote employees can log into HPE Aruba Networking Central to access the centralized services and applications they need.
B. These solutions offer a completely separate, dedicated mobility architecture for remote offices versus campuses.
C. Remote employees can use HPE Aruba Networking Central to easily troubleshoot any issues on their own without IT support.
D. These solutions make it simpler for customers to apply consistent, role-based policies no matter where users connect.

Answer: D

Explanation:
HPE Aruba Networking ESP (Edge Services Platform) solutions enable customers to deliver a consistent and secure network experience to remote and hybrid workers, regardless of their location or device. By using HPE Aruba Networking Central, customers can define and enforce granular, role-based policies that are automatically applied across the network, from the edge to the cloud. This simplifies network management and enhances security and compliance.
References:
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 12: "Aruba ESP enables IT to deliver a consistent and secure network experience to remote and hybrid workers, regardless of their location or device."
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: "Aruba Central is the cloud- native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services."
•Selling HPE Aruba Networking Solutions, Rev.23.11, page 14: "Aruba Policy Enforcement Firewall (PEF) is a key component of Aruba ESP that provides granular, role-based access control and security for wired and wireless networks. PEF enables IT to define and enforce policies based on user identity, device type, location, time, and application, across the network from the edge to the cloud."

NEW QUESTION 10
A senior IT manager tells you that she wants IT staff members to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking ESP
deliver the senior IT manager's desired outcome?

A. HPE Aruba User Experience Insight (UXI) helps IT to determine why data center applications are not performing as well as they should be.
B. HPE Aruba Networking Edge-to-Cloud solutions rely on AI to automate the onboarding of devices.
C. HPE Aruba Networking Central with AIOps accelerates IT troubleshooting by providing insights and recommendations that help remedy issues.
D. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

Answer: C

Explanation:
HPE Aruba Networking Central with AIOps is a cloud-native network management platform that leverages artificial intelligence to provide insights, automation, and security for wired, wireless, and SD-WAN networks1. It helps IT staff to spend less time troubleshooting issues by using data-driven analytics, root cause analysis, and proactive remediation2. It also simplifies network troubleshooting with intuitive dashboards, action commands, and intelligent network insights34.
References: 1: HPE Aruba Central | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking3: Simplifying Network Troubleshooting | HPE Aruba Networking4: Optimize CX switch performance using HPE Aruba Networking Central

NEW QUESTION 14
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 17
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