

# HP

## Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions



#### NEW QUESTION 1

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 risk the 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 2

What is a use case for HPE Aruba Networking Central with AIOps?

- A. Simplifying the architecture of a data center attached to the campus.
- B. Finding network connectivity and performance issues before they impact business-critical apps.
- C. Upgrading the network more frequently by leasing, rather than purchasing, infrastructure devices.
- D. Enhancing the deployment of IoT devices by delivering an analytics platform at the edge.

**Answer: B**

#### Explanation:

HPE Aruba Networking Central with AIOps is a cloud-native network management solution that leverages artificial intelligence to provide full-stack insights for enhanced root cause analysis, 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. References:

- 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 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."
- HPE Aruba Networking simplifies IT operations with AIOps-driven cloud management and new network-as-a-service capabilities available on HPE GreenLake: "To alleviate time spent on network troubleshooting and optimization, the HPE Aruba Networking Central cloud network management platform has been re-designed to simplify operations and improve productivity by leveraging artificial intelligence for IT operations (AIOps) to reduce manual tasks, so stretched networking teams can focus on more strategic and higher-value projects."
- HPE Aruba network platforms gain AIOps, Agile NaaS: "The next generation of HPE Aruba Networking Central will leverage artificial intelligence for IT operations (AIOps), providing AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment and recommendations."

#### NEW QUESTION 3

You suspect that the HPE Aruba Networking network management solution might resonate with a customer. What is one good way to open the conversation?

- A. Access an Aruba AP Web UI and demonstrate configuring a wireless LAN (WLAN).
- B. Assess how well the customer understands the wireless technologies currently in use.
- C. Point out the differences between HPE Aruba's, Cisco's, and Juniper's management approach one by one.
- D. Ask about how much visibility the customer currently has into the network.

**Answer: D**

#### Explanation:

HPE Aruba Networking network management solution is a cloud-based platform that provides AI-powered insights, automation, and security for wired, wireless, and SD-WAN networks<sup>1</sup>. A good way to open the conversation is to ask the customer about their current network visibility, such as how they monitor network performance, troubleshoot issues, and optimize user experience. This can help to identify their pain points and show how HPE Aruba Networking network management solution can address them.

#### NEW QUESTION 4

You have recently upgraded a customer's campus network with HPE Aruba Networking CX switches. How might you pursue an additional opportunity?

- A. Discuss whether the customer is interested in enhancing users' experience with the location-based services embedded in HPE Aruba Networking CX switches.
- B. Discuss whether the customer is deploying new, more demanding applications, which might mean that it is time to upgrade the new switches again.
- C. Investigate opportunities for selling additional CX Advanced licenses or Advanced Central subscriptions to unlock advanced switching features.
- D. Investigate whether the customer needs an upgrade to their data center network, explaining that HPE Aruba Networking offers the same switching OS and operating model for the data center.

**Answer:** D

**Explanation:**

HPE Aruba Networking CX switches are designed to deliver a consistent and simplified operating experience across the campus and data center networks, using the same cloud- native operating system (AOS-CX), management platform (Aruba Central), and automation tools (NetEdit and Fabric Composer)<sup>12</sup>. This can help the customer to reduce complexity, improve efficiency, and ensure high availability in their data center network. HPE Aruba Networking CX switches also support advanced features such as EVPN, VXLAN, and MLAG for data center fabrics<sup>3</sup>.

References: 1: The Aruba CX Switching Portfolio | HPE Aruba Networking<sup>2</sup>: HPE Aruba Networking CX Switches - Hewlett Packard Enterprise<sup>3</sup>: HPE Aruba Networking CX Campus Core Switches At-A-Glance

**NEW QUESTION 5**

What distinguishes HPE Aruba Networking EdgeConnect Enterprise from HPE Aruba Networking EdgeConnect SD-Branch?

- A. HPE Aruba Networking EdgeConnect Enterprise integrates more fully with HPE Aruba Networking wired and zero-trust security solutions.
- B. HPE Aruba Networking EdgeConnect Enterprise embeds support for remote workers while HPE Aruba Networking EdgeConnect SD-Branch does not.
- C. HPE Aruba Networking EdgeConnect Enterprise offers the most advanced SD-WAN features, dynamically adapting to business needs.
- D. HPE Aruba Networking EdgeConnect Enterprise consolidates more forms of connectivity because it supports LTE.

**Answer:** C

**Explanation:**

HPE Aruba Networking EdgeConnect Enterprise is designed for cloud-first organizations that need a secure network foundation for Zero Trust and SASE. It provides a first-class SD-WAN paired with a next-generation firewall, delivering unmatched quality of experience and advanced security<sup>1</sup>. HPE Aruba Networking EdgeConnect SD-Branch, on the other hand, is a simplified solution for the software-defined branch, encompassing each element within a branch—WAN, WLAN, wired, and security<sup>2</sup>.

References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking<sup>3</sup>: HPE ARUBA NETWORKING EDGECONNECT SD-WAN FAMILY - DATASHEET<sup>4</sup>: About - Aruba Networking EdgeConnect SD-WAN<sup>2</sup>: Aruba EdgeConnect SD-Branch | HPE Aruba Networking

**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 shops<sup>1</sup>. It also provides consistent security, performance, and quality of experience for cloud and SaaS applications<sup>2</sup>.

References: 1: Aruba EdgeConnect Mobile | HPE Aruba Networking<sup>2</sup>: 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 TWT<sup>12</sup>. 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 networks<sup>3</sup>. It also provides AI-powered insights, automation, and security for the entire network<sup>3</sup>.

References: 1: Network Switches for Enterprise | HPE Aruba Networking<sup>2</sup>: Technical guide to Wi-Fi 6E and the 6 GHz band - Aruba<sup>3</sup>: Aruba Central for Cloud-managed networking | HPE Aruba Networking

**NEW QUESTION 8**

What is one feature that sets HPE Aruba Networking location-based services apart from the competition?

- A. HPE Aruba Networking offers developers access to a GitHub with example scripts for automating the placement of APs on local maps.
- B. The latest HPE Aruba Networking APs can locate themselves with GPS and help automate the placement of APs on maps.
- C. The latest HPE Aruba Networking switches provide location-based services so customers can unify wired and wireless services.
- D. HPE Aruba Networking offers specialized devices for delivering location-based services, rather than using APs.

**Answer:** B

**Explanation:**

HPE Aruba Networking location-based services provide geographic context for applications such as wayfinding, asset tracking, and marketing campaigns. One of the features that sets them apart from the competition is that the latest HPE Aruba

Networking APs can automatically locate themselves using GPS and help automate the placement of APs on maps, eliminating the need for costly and error-prone manual surveys<sup>12</sup>.

References: 1: Location Services | Meridian, Tags & Beacons | HPE Aruba Networking2: Bring the ease and accuracy of GPS to indoor location services

#### NEW QUESTION 9

How does selling HPE GreenLake for Aruba solutions benefit Channel selling partners?

- A. They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.
- B. They can sell HPE Aruba Networking ESP solutions not available as traditional purchases.
- C. They can convert their existing customers to lease agreements to extend the customer engagement.
- D. They can add another source of income by increasing their annual recurring revenue.

**Answer: D**

#### Explanation:

HPE GreenLake for Aruba is a network-as-a-service (NaaS) solution that enables customers to consume HPE Aruba Networking solutions as a service with HPE GreenLake for Networking. It provides customers with the flexibility, scalability, and security of a cloud-like experience, while reducing capital expenditures and operational costs<sup>1</sup>. For channel selling partners, HPE GreenLake for Aruba benefits them by providing them with a new source of income by increasing their annual recurring revenue, as well as unlocking new revenue and margin opportunities by offering value-added services to their customers<sup>23</sup>. References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking2: HPE GreenLake for Aruba partner benefits3: Hewlett Packard Enterprise introduces channel programs and new HPE GreenLake cloud services to help partners deliver the cloud experience everywhere

#### NEW QUESTION 10

Which approach does HPE Aruba Networking ESP (Edge Services Platform) take toward network management?

- A. Providing many separate management tools, each specialized for a different customer requirement.
- B. Avoiding integration with third-party solutions so that customers receive a simpler, edge-to-edge solution.
- C. Prioritizing on-prem management, as it is the only way for customers to manage their network assets securely.
- D. Providing a unified platform from which the customer can manage all wired and wireless devices across multiple sites.

**Answer: D**

#### Explanation:

HPE Aruba Networking ESP (Edge Services Platform) is a cloud-native architecture that unifies infrastructure, security, policies, and AI-powered management across all your edges<sup>1</sup>. It enables customers to manage their network assets securely and efficiently from a single dashboard, whether they are on-premises, in the cloud, or at the edge<sup>2</sup>. It also integrates with third-party solutions to provide a comprehensive and flexible network management solution<sup>3</sup>.

References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking2: Management and Operations | HPE Aruba Networking3: The Aruba AIOps Advantage | HPE Aruba Networking

#### NEW QUESTION 10

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