# Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions

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**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 risks 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 common customer desire is addressed by HPE Aruba Networking Central network management?

A. eliminating the need for network admins and letting server admins maintain the network
B. deploying the network and then letting it run without the need for further management and monitoring
C. managing each network silo with tools specialized for that silo's needs
D. managing the network without having to install and maintain on-prem management tools

**Answer:** D

**Explanation:**
HPE Aruba Networking Central is a cloud-based network management solution that simplifies IT operations, improves agility, and reduces costs by unifying management of all network infrastructure. It eliminates the need for customers to invest in, deploy, and maintain on-premises management tools, and provides a single pane of glass for managing campus, branch, remote, data center, and IoT networks from one dashboard.
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."
•Aruba Central for Cloud-managed networking | HPE Aruba Networking: "Built on a cloud- native, microservices architecture, Central is an AI-powered solution that simplifies IT operations, improves agility, and reduces costs by unifying management of all network infrastructure."
•HPE Aruba Central | HPE United Kingdom - Hewlett Packard Enterprise: "Simplify how you provision, configure, and maintain networks by orchestrating all operations from a cloud-native dashboard. Aruba Central is your single point of visibility and control to oversee every aspect of wired and wireless LANs, WANs, and VPNs across campus, branch, remote, and data center locations."

**NEW QUESTION 3**
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 4**
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 networks1. 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 5**
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 mightmean 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)12. 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 fabrics3.
References: 1: The Aruba CX Switching Portfolio | HPE Aruba Networking2: HPE Aruba Networking CX Switches - Hewlett Packard Enterprise3: HPE Aruba Networking CX Campus Core Switches At-A-Glance


**NEW QUESTION 6**
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 security1. 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 security2.
References: 1: Aruba EdgeConnect SD-WAN | HPE Aruba Networking3: HPE ARUBA NETWORKING EDGECONNECT SD-WAN FAMILY - DATASHEET4: About - Aruba
Networking EdgeConnect SD-WAN2: Aruba EdgeConnect SD-Branch | HPE Aruba Networking


**NEW QUESTION 7**
Based on recent trends, which common challenge can HPE Aruba Networking help customers overcome?

A. Struggles in optimizing overprovisioned networks for a lower-edge device load.
B. Difficulties making employees understand that it is impossible to access applications securely from home.
C. Difficulties providing secure, consistent connectivity for remote workers.
D. Struggles in accommodating the shift of data away from the edge to the main corporate data center.

**Answer:** C

**Explanation:**
HPE Aruba Networking helps customers overcome the challenges of enabling hybrid work, where employees need to access applications securely from home or anywhere. HPE Aruba Networking offers solutions such as Remote Access Points, Virtual Intranet Access, and EdgeConnect SD-WAN that provide seamless, reliable, and secure connectivity for remote workers12.
References: 1: IT's Toughest Work From Home Challenges | HPE Aruba Networking2: Why HPE and Aruba Enterprise Networking? | HPE


**NEW QUESTION 8**
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 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**
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 edges1. 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 edge2. It also integrates with third-party solutions to provide a comprehensive and flexible network management solution3.
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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