



HP

Exam Questions HPE2-W11

Selling HPE Aruba Networking Solutions

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NEW QUESTION 1

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 2

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 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

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 5

What is one of the advantages of selling HPE GreenLake for Aruba NaaS Service Packs?

- A. They are the only HPE GreenLake for Aruba solutions that include Customer Experience Management at no extra cost.
- B. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
- C. They simplify the process of designing and selling network-as-a-service solutions to customers.
- D. They enable you to customize network as-a-service solutions as needed to meet customer requirements.

Answer: C

Explanation:

HPE GreenLake for Aruba NaaS Service Packs are pre-defined bundles of HPE Aruba Networking solutions that can be consumed as a service with HPE GreenLake for Networking. They simplify the process of designing and selling network-as-a-service solutions to customers by providing a standardized and easy-to-quote solution for common use cases, such as hybrid work, connected retail, and hybrid learning¹².

References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking | HPE Aruba Networking²: HPE GreenLake for Aruba networking – NaaS Service Packs - PSNow

NEW QUESTION 6

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 7

Which characteristic indicates a good opportunity for an HPE GreenLake for Aruba solution?

- A. Preferring to use network equipment beyond typical refresh cycles
- B. Being focused on budget and price-per-unit
- C. Preferring in-house support and maintenance
- D. Being under pressure to prove regulatory compliance

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 costs¹. One of the characteristics that indicates a good opportunity for this solution is being under pressure to prove regulatory compliance, as HPE GreenLake for Aruba helps customers meet compliance requirements such as SOC 2 Type 2, PCI DSS, HIPAA, and GDPR by providing secure and auditable network services²³.

References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking²: Fortifying the digital frontier with NaaS SOC 2 Type 2 certification³: HPE GreenLake for Aruba partner benefits

NEW QUESTION 8

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 9

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 10

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 10

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 surveys¹².

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

NEW QUESTION 14

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 19

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