Vendor:HP

Exam Code:HPE2-W02

Exam Name: Selling Aruba Products and Solutions

Version: Demo

QUESTION 1

You are proposing an Aruba controller-based solution for a customer.

Which customer need indicates that you should propose Aruba Mobility Master as part of the solution?

A. the need to simplify the development of customer-facing mobile engagement apps

B. the need to manage wired and wireless devices from one interface

C. the need for machine-learning-based insights into network health and connectivity

D. the need for always-on wireless connectivity with no downtime

Correct Answer: B

QUESTION 2

What is one indication that a customer could be a good candidate for an Aruba wireless solution?

A. The customer is a company of about 60 employees and wants a simple plug-and-play solution.

B. The customer recently upgrade their wired network to a third-party vendor\\'s equipment.

C. The customer wants to ensure better segmentation of the wired network from the wireless one.

D. The customer has another vendor\\'s wireless solution and experiences dropped calls in their UCC solution that negatively affects productivity.

Correct Answer: D

QUESTION 3

What is one feature that distinguishes the Aruba switching portfolio from top competitors?

A. Aruba switches have the largest market share of any wired network vendor.

B. Aruba switches have the best warranty and no hidden costs for software licensing.

C. Aruba switches support better segmentation between the wired and wireless network.

D. Aruba switches support on-prem management rather than higher cost cloud-based management.

Correct Answer: B

QUESTION 4

What is one reason you should recommend the Aruba 2930F rather than the Aruba 2540 at the access layer?

A. The customer needs static routing at the access layer, and the Aruba 2540 does not support any routing.

B. The customer needs Power over Ethernet (PoE+), and the Aruba 2540 does not support this feature.

C. The customer wants Smart Rate Ports, and the Aruba 2930F offers this feature.

D. The customer prioritizes scalability, and the Aruba 2930F supports Virtual Switching Framework (VSF).

Correct Answer: D

Reference: https://www.arubanetworks.com/assets/so/SLTG_SMB.pdf

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QUESTION 5

A customer needs an AP that provides Wave 2 802.11ac for an outdoor environment. Which AP Series meets the need?

A. AP 340

B. AP 303H

C. AP 360

D. AP 330

Correct Answer: C

QUESTION 6

How does Aruba\\'s unique history give an advantage to the company?

A. Aruba\\'s vision of building from the core out comes from the company\\'s start as a switch and router manufacturer

B. Born in the mobile, cloud, IoT era, Aruba can help customers build a secure, intelligent network from the edge in

C. Aruba has made a number of key acquisitions that have enabled it to develop five separate architectures for customers

D. Because Aruba began developing consumer-based products, its low-cost model for standalone wireless equipment makes it ideal for SMBs

Correct Answer: D

Reference: https://en.wikipedia.org/wiki/Aruba_Networks

QUESTION 7

As customers deploy more Internet of Things (IoT) devices, what is one implication for potential Aruba customers?

A. Continuous monitoring and NAC cannot detect to IoT devices because they do not appear like mobile and BYOD devices on network management software.

B. Most IoT devices introduce vulnerabilities because they don\\'t utilize any standard set of security defenses.

C. IoT devices require special management software because they use different wireless standards than the standards that most wireless devices are built for.

D. IoT devices require cloud management and data storage, so customers need to have a hybrid infrastructure in place.

Correct Answer: B

QUESTION 8

A customer needs a network infrastructure upgrade.

Which characteristic should you use as the primary deciding factor between proposing HPE OfficeConnect

or Aruba solutions?

A. whether the customer requires 802.11ac

B. the company vertical

C. the company size and number of users

D. whether the customer requires wired or wireless access

Correct Answer: C

QUESTION 9

What advantages do Aruba micropolicies provide your customers?

A. Apply user-aware and IoT-aware policies that adapt to changing conditions

B. Enforce a secure VPN connection for remote users to protect the network from malicious attacks

C. Detect malware and attacks with the latest signatures downloaded from Aruba

D. Provide a backend database for enforcing security issues

Correct Answer: A

QUESTION 10

A customer has many branch offices with limited staff of IT generalists.

The customer requires simplified deployment and operations, and you have proposed an Aruba Central solution.

Which two benefits of Aruba Central should you explain? (Select two.)

A. Central is designed for varied expertise levels, with wizards and easy drill-downs.

B. Central integrates with third-party backup solutions such as Veeam to provide a single solution for all branch needs.

C. Central offers Zero-Touch Provisioning (ZTP) for streamlined deployment with no on-site expertise.

D. Central has the same user interface as Cisco Prime, so it is easy for customers to migrate from Cisco.

E. Central automatically configures clustering on managed controllers, simplifying the implementation of high availability.

Correct Answer: AC

QUESTION 11

A customer is concerned about wireless security, and specifically that employees could introduce malware

into the network by visiting disreputable websites.

Which security feature in Aruba Mobility Controllers (MCs) should you emphasize to address this specific

concern?

A. User and Entity Behavior Analytics (UEBA)

B. Web Content Classification (WCC)

C. RF Protect

D. Application Visibility and Control

Correct Answer: B

Reference: https://blogs.arubanetworks.com/solutions/web-content-classification-a-powerful-new-policytool-for-the-pef-firewall/

QUESTION 12

What is one key competitive advantage of Aruba AirWave over Cisco Prime?

A. Aruba AirWave is cloud based, while Cisco Prime only offers on-premises management.

B. Aruba AirWave integrates network access control, while Cisco Prime does not.

C. Cisco Prime only supports Cisco, while Aruba AirWave offers multi-vendor support.

D. Cisco Prime only offers single-server deployments, while Aruba offers larger deployments.

Correct Answer: C