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QUESTION NO: 1

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.

ANSWER: A C

Explanation:

[Aruba Central offers two benefits that you should explain to a customer who has many branch offices with limited staff of IT generalists: Central is designed for varied expertise levels, with wizards and easy drill-downs³, and Central offers Zero-Touch Provisioning \(ZTP\) for streamlined deployment with no on-site expertise³. Central is a cloud-based platform that provides unified management, visibility, and analytics for Aruba wired and wireless networks³. Central allows users to easily configure devices, monitor network health and performance, troubleshoot issues, generate reports, and apply policies across multiple sites³. ZTP is a feature that enables devices to automatically download their configuration from Central when they connect to the network for the first time³.](#)

QUESTION NO: 2

A customer is concerned about the performance of the company's wireless network. What two Aruba features would you emphasize in your discussions with this customer? (Select two.)

- A. Web Content Classification
- B. AirMatch
- C. Deep packet inspection
- D. Dynamic segmentation

E. RFProtect

ANSWER: B D

Explanation:

The two Aruba features that you should emphasize in your discussions with this customer are AirMatch and Dynamic segmentation. [AirMatch is a feature that optimizes network performance by quickly adapting to system-wide RF conditions using AI machine learning principles¹². It automates RF optimization across the entire network by adjusting channel, bandwidth and transmit power settings³⁴. Dynamic segmentation is a feature that simplifies network access and security by dynamically enforcing policies based on user roles, device types and applications⁵.](#) It enables consistent policy enforcement across wired and wireless networks by tunneling traffic from access switches to mobility controllers.

QUESTION NO: 3

What are two of the most important values that IT executives consider when making purchasing decisions (Select two.)

- A. They want to shift away from cloud solutions.
- B. They want to efficiency to do more with fewer resources.
- C. They want to segregate core functions in the data center so they can manage silos more efficiently.
- D. They want trust in the network, knowing that it will ensure productivity and security.
- E. They want to move to a CAPEX model to increase line-of-business budgets.

ANSWER: B D

Explanation:

Two of the most important values that IT executives consider when making purchasing decisions are:

- They want efficiency to do more with fewer resources. IT executives are under pressure to reduce costs while delivering more value to their organizations. They look for solutions that can optimize network performance, simplify management, automate tasks, and integrate with existing systems.
- They want trust in the network, knowing that it will ensure productivity and security. IT executives need to ensure that their networks can support the increasing demands of digital transformation, such as mobility, cloud, IoT, etc. They look for solutions that can provide reliable connectivity, high availability, scalability, resiliency, compliance, and protection against cyber threats.

QUESTION NO: 4

A customer wants to deploy components of Aruba ESP (Edge Services Platform) but does not have the resources to Implement all components of Aruba ESP at once. Which attribute should they start with?

- A. Analyzing and acting on network insights from Aruba AIOps
- B. Protecting the network with Aruba Zero Trust Security
- C. Connecting their people and devices at the edge with Aruba Unified Infrastructure
- D. Creating customized user experiences with Aruba Meridian

ANSWER: C

Explanation:

Connecting their people and devices at the edge with Aruba Unified Infrastructure¹. Aruba ESP (Edge Services Platform) is a cloud-native platform that enables you to accelerate digital business transformation through automated network management, Edge-to-cloud security, and predictive AI-powered insights¹². Aruba Unified Infrastructure is the foundation of Aruba ESP that unifies multiple network elements for centralized management and control³.

QUESTION NO: 5

Which two customer characteristics should lead you to position Aruba AirWave over Aruba Central? (Select two.)

- A. The customer has a multivendor network.
- B. The customer wants a CAPEX model with on-premises management.
- C. The customer wants to move to an OPEX model and access the management platform from anywhere.
- D. The customer is interested in guest Wi-Fi management, presence analytics, or managed services.
- E. The customer has limited IT resources in each of many branch offices.

ANSWER: A B

Explanation:

Two customer characteristics that should lead you to position Aruba AirWave over Aruba Central are:

- The customer has a multivendor network.
- The customer wants a CAPEX model with on-premises management.

These characteristics indicate that your customer values granular control over their heterogeneous network infrastructure and prefers to own and operate their own management platform without recurring subscription fees.

Aruba AirWave is an on-premises network management solution that supports multivendor wired and wireless networks, provides comprehensive visibility and control over network performance, and uses perpetual licenses based on device count.

Aruba Central is a cloud-based network management solution that supports primarily Aruba wired and wireless networks, provides simplified operations and automation, and uses subscription licenses based on device type and term length.

QUESTION NO: 6

You are proposing Aruba Wi-Fi 6 APs as part of an Aruba ESP solution. The customer says. "Many vendors one Wi-Fi 6. What makes Aruba different?"

What is one of the ways that this Aruba solution helps customers gain more benefits from Wi-Fi 6?

- A.** Aruba Network Analytics Engine (NAE) analyzes the RF environment and moves APs to the correct channel to minimize noise and enhance the signal.
- B.** Aruba Dynamic Segmentation creates different queues for Wi-Fi 6 and non-Wi-Fi 6 clients to ensure the best performance for both types of client
- C.** Aruba Zero Touch Provisioning (ZTP) enables the Aruba solution to automatically provision connected wireless clients with optimized settings.
- D.** Aruba Client Match is aware of which clients support Wi-Fi 6 and distributes clients across APs so as to optimize throughput.

ANSWER: D

Explanation:

[Aruba Client Match is aware of which clients support Wi-Fi 6 and distributes clients across APs so as to optimize throughput1. Aruba Wi-Fi 6 APs provide high-performance, medium-density connectivity for enterprise networks of any size1. They also support features such as OFDMA, MU-MIMO, and Target Wake Time for better multi-user performance and improved efficiency1.](#)

QUESTION NO: 7

What is an advantage of the Aruba Software Platform? (Select two.)

- A.** It makes the underlying infrastructure smarter, helping to deliver contextual experiences for end users and line-of-business teams.
- B.** It uses proprietary technologies that prevent third-party integration, providing more sales opportunities for Aruba.
- C.** It embeds the ArubaOS-CX Network Analytics Engine (NAE) into all wired and wireless infrastructure to improve security.
- D.** It is the industry's first WLAN software platform that offers exclusive cloud deployment so that customers have a single simple choice.
- E.** It is programmable, with an API-first design that helps to encourage automation and integration.

ANSWER: A E

Explanation:

[The Aruba Software Platform is a next-generation, cloud-native architecture that enables you to accelerate digital business transformation through automated network management, Edge-to-cloud security, and predictive AI-powered insights1. It is programmable, with an API-first design that helps to encourage automation and integration1. It does not use proprietary technologies that prevent third-party integration1, nor does it embed the ArubaOS-CX Network Analytics Engine \(NAE\) into all wired and wireless infrastructure23, nor does it offer exclusive cloud deployment1.](#)

QUESTION NO: 8

How does IT need to transform to help companies stay competitive?

- A. IT needs to extend infrastructure refresh cycles so that the business can free up capital for other purposes
- B. IT needs to simplify so that it can respond more quickly in response to now requirements.
- C. IT needs to operate strategically by investing more capital in projects that might take several years to yield returns.
- D. IT needs to take more time to plan IT projects and acquisitions to ensure that they meet the company's hoods.

ANSWER: B

Explanation:

IT needs to simplify so that it can respond more quickly in response to new requirements. This is a key challenge that many companies face in today's dynamic and competitive market.

QUESTION NO: 9

What is a key use case for Aruba Central?

- A. Managing Cisco switches and Aruba wireless infrastructure during a wireless-only infrastructure upgrade
- B. Collapsing silos by converging compute, storage and networking solutions into one appliance in the data center
- C. Simplifying management for a campus network that offers anytime. anywhere access
- D. Enabling simple, secure connectivity for small businesses that need to comply with regulators

ANSWER: C

Explanation:

A key use case for Aruba Central is simplifying management for a campus network that offers anytime, anywhere access. [Aruba Central is a cloud-based platform that provides unified management, security, and optimization for wired, wireless, and WAN infrastructure³. It enables customers to deploy, monitor, and troubleshoot their campus networks from anywhere using a web browser or a mobile app⁴.](#)

QUESTION NO: 10

You are proposing a Managed Connectivity Services (MCS) solution to a customer.

What benefit should you explain that Aruba Services Manager (ASM) provides as part of this solution?

- A. It provides essential support entitlements with a range of flexible options for hardware replacement.
- B. It grants customers visibility into their network infrastructure, speeding up tasks such as threat assessment.
- C. It gives customers a single-pane-of-glass solution for managing contextual access policies for both wired and wireless access.
- D. It enables customers to bundle Aruba support services with support services for integrated third-party tools.

ANSWER: B

Explanation:

[Aruba Services Manager \(ASM\) grants customers visibility into their network infrastructure, speeding up tasks such as threat assessment³.](#) ASM is a cloud-based platform that provides a single pane of glass for managing Aruba Managed Connectivity Services (MCS).