



# HPE2-W02<sup>Q&As</sup>

Selling Aruba Products and Solutions

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### QUESTION 1

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.

Correct Answer: AB

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### QUESTION 2

What is one key differentiating feature of Aruba IntroSpect?

- A. continuous monitoring and attack detection, with over one hundred supervised and unsupervised models
- B. proactive anomaly detection
- C. unmatched antivirus detection for over 2,000 known viruses, and downloadable updates for signatures
- D. secure and public guest Wi-Fi management

Correct Answer: A

Reference: [https://www.google.com/url?sa=t&andrc=jandq=andesrc=sandsourc=webandcd=11andcad=rjaanduaact=8a&ndved=2ahUKEwj69tWHtpbnAhWMDOWKHd&vQBCQQFjAKegQIAxABandurl=https%3A%2F%2Fcommunity.arubanetworks.com%2Faruba%2Fattachments%2Faruba%2Funified-wired-wireless-access%2F82172%2F7%2FAirheads\\_Meetup\\_Introspect\\_ClearPass.pdf&andusg=AOvVaw1Rd2iv2DIcbNNn1yf5dzzo](https://www.google.com/url?sa=t&andrc=jandq=andesrc=sandsourc=webandcd=11andcad=rjaanduaact=8a&ndved=2ahUKEwj69tWHtpbnAhWMDOWKHd&vQBCQQFjAKegQIAxABandurl=https%3A%2F%2Fcommunity.arubanetworks.com%2Faruba%2Fattachments%2Faruba%2Funified-wired-wireless-access%2F82172%2F7%2FAirheads_Meetup_Introspect_ClearPass.pdf&andusg=AOvVaw1Rd2iv2DIcbNNn1yf5dzzo)

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### QUESTION 3

What is one key differentiating feature of Aruba ClearPass as compared to competitors such as Cisco?

- A. ClearPass Policy Manager adjusts access permissions based on circumstances of the user and the device for both pre-admission and attack response.
- B. ClearPass provides better visibility into application performance and user connectivity health than competitors.
- C. ClearPass focuses on fully supporting Aruba devices rather than attempting to provide multi-vendor support.
- D. ClearPass delivers both signature-based and anomaly-based detection of security threats instead of just signature-based.

Correct Answer: A



#### QUESTION 4

A small customer has given you a list of requirements.

Which requirement indicates the company will require an HPE Aruba solution, rather than an HPE OfficeConnect solution?

- A. secure guest and employee access
- B. 802.11ac wireless support
- C. uplinks that support up to 10 GbE
- D. high-density deployment that supports UCC

Correct Answer: D

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#### QUESTION 5

You are selling an Aruba wireless solution to a healthcare organization. The customer now mentions these additional pain points:

Nurses and other staff are wasting time searching for equipment. Staff doesn't know when wheelchairs are left in other departments.

Based on these specific pain points, what additional solution should you recommend?

- A. Aruba Central
- B. Aruba Meridian and beacons
- C. Aruba asset tracking tags
- D. Aruba Analytics Location Engine (ALE)

Correct Answer: C

Reference: [https://www.arubanetworks.com/assets/so/SO\\_AssetTracking.pdf](https://www.arubanetworks.com/assets/so/SO_AssetTracking.pdf)

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