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QUESTION 1

How can Aruba AirWave and its unique feature set help you to increase your sales pipeline?

- A. With the managed services option, you can use AirWave to add an additional revenue stream to your business.
- B. Because AirWave is required for the Aruba role-based firewall to work, you should be able to add it on to all wireless solution sales.
- C. AirWave's cloud-based management model attracts customers who traditionally avoid deploying management solutions.
- D. Multivendor network management can provide you with entry into competitive accounts and ease the transition to Aruba solutions.

Correct Answer: C

QUESTION 2

An SMB has ArubaOS switches and Aruba Instant APs. The company is growing and wants to simplify deploying and managing the infrastructure devices.

What should you explain?

- A. Aruba switches and APs can integrate with third-party SEIM solutions to simplify management.
- B. Aruba AirWave is specifically designed as a management tool for SMB customers such as this.
- C. Aruba Mobility Master (MM) can manage the Instant APs and simplify deployment.
- D. Aruba Central provides simple cloud-based management and Zero Touch Provisioning (ZTP).

Correct Answer: D

QUESTION 3

What is one distinguishing feature of Aruba NetInsight and User-centric Service Assurance?

- A. They help improve customer engagement by providing a customizable Wi-Fi portal.
- B. They help to analyze customer usage patterns over a certain period of time so that companies can improve marketing campaign success.
- C. They help IT to simplify policy enforcement by enhancing visibility, authentication and authorization.
- D. They help deliver a better user experience with in-depth network analytics to assess user, device, and application connectivity.

Correct Answer: D



QUESTION 4

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 5

What is a primary difference between Aruba 310 and Aruba 340 Series APs?

- A. Aruba 340s support higher density deployments than Aruba 310s.
- B. Aruba 340s support outdoor deployments, and Aruba 310s support indoor ones.
- C. Aruba 340s support 802.11ac, and Aruba 310s support 802.11b/g/n only.
- D. Aruba 340s support 802.11ax, and Aruba 310s support 802.11ac.

Correct Answer: A

Reference: <https://www.arubanetworks.com/products/networking/access-points/340-series/>

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