HPE2-W02^Q&As

Selling Aruba Products and Solutions

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QUESTION 1

A customer has many branch offices and is expanding. The customer wants a simpler way to deploy wired networking equipment. What should you emphasize about ArubaOS-Switches?

A. NetEdit enables automation of the switch configuration from a centralized management console

B. Aruba Network Analytics Engine enables IT to sync configuration settings on all ArubaOS-Switches across the network

C. Zero Touch Provisioning (ZTP) enables plug-and-play deployment of switches by non-IT experts

D. Virtual Switch Extension (VSX) allows IT staff to add up to 10 switches to a virtual stack

Correct Answer: D

Reference: https://siliconangle.com/2019/10/22/hpe-aruba-adopts-single-architecture-campus-wideswitching/

QUESTION 2

You have proposed an Aruba wireless solution to a hospital with very high availability requirements for the wireless network. Which feature of Aruba solutions should you explain provides seamless failover and live upgrades for mobility controllers?

A. live mobility tracking with Aruba Meridian

B. connectivity Health in AirWave or Central

C. clustering with ArubaOS 8.x and above

D. AirMatch and ClientMatch with Mobility Master (MM)

Correct Answer: C

QUESTION 3

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.

Correct Answer: CD

QUESTION 4

Which customer statement indicates that you have an ideal opportunity for selling an Aruba mobile engagement solution?

A. "Airports are known for being a hassle, but we want to change this. We would like to give travelers a way to find parking, navigate to their gate on a map, and find deals."

B. "We want to use technology to accelerate student learning, but to achieve this we need a network that gives priority handling to collaboration and multi-media apps."

C. "We are a fast paced game design company, but developers have been complaining about unresponsive applications, and we think that a slow network is to blame."

D. "Our business is ever-expanding and we have added so many new mobile devices and so much wireless equipment that our admins cannot keep track of them. We need a way to simplify management."

Correct Answer: B

QUESTION 5

How do Aruba solutions help higher education customers meet the growing demand for an always-on network that supports students\\' mobile lifestyles?

A. Aruba security removes the need for network access controls and time-consuming onboarding processes by applying the same security policies to every user and device.

B. With Aruba, administrators can establish certain locations as specialized zones where students can go to get the fastest bandwidth anywhere on campus.

C. Using Aruba tools, admins can create easy-to-use, template-based quizzes that take up less bandwidth than other quiz software and can be downloaded to use offline.

D. Aruba delivers uninterrupted high-speed connectivity in any location, even across roams, and enables self-service network onboarding for student devices.

Correct Answer: D

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