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QUESTION 1

A customer has an Aruba wireless network, but not wired. You want to emphasize the value of deploying Aruba access switches as well.

What is one advantage that you can explain?

- A. ArubaOS switches support the same embedded, role-based firewall as Aruba controllers and Instant Aps, leading to duplicated policy enforcement.
- B. ArubaOS switches provide a Network AnalyticsEngine (NAE) that helps to monitor, and ensure the health of both the wired and connected wireless network.
- C. ArubaOS switches that connect to Aruba Aps can provide beacon management software and help location-based services.
- D. ArubaOS switches can automatically re-configure their ports with the correct VLAN, QoS, and PoE+ settings when an Aruba AP connects.

Correct Answer: B

QUESTION 2

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

QUESTION 3

You have already determined that a customer has a distributed enterprise. Which question will help qualify the customer for the Aruba SD-Branch solution?

- A. Do you use a SIEM today, and is it satisfying your needs for scalability and attack detection?
- B. Have you considered using MPLS to reduce costs?
- C. How do you access cloud services, and what issues are you seeing with your current router?
- D. Which branches experience the smallest and highest traffic loads?

Correct Answer: D

Reference: <https://www.arubanetworks.com/solutions/sd-branch/>



QUESTION 4

A mid-sized customer is having trouble deciding between in a controllerless Aruba solution and a controller-based one. What can you explain to the customer about how Aruba protects the company's investment?

- A. The same Aruba APs can be deployed in controllerless Instant mode and then later changed to controlled mode.
- B. Aruba offers a buy-back program for controllerless Instant APs, making it cost effective to later deploy controlled APs.
- C. There is no difference in features and capabilities between a controllerless and controller-based Aruba solution.
- D. Aruba uses a cloud subscription-based licensing model for controllerless APs, and these licenses can be upgraded to controller licenses.

Correct Answer: B

QUESTION 5

Which statement indicates that a customer could be a good fit for an Aruba location-based solution?

- A. "Our apps are a big part of our businesses, but our production rate is starting to slow down as we hire new developers that just are not familiar with our development tools."
- B. "We are a large business with lots of remote offices. We need to ensure all the network services that we provide in our main campus are available in these other locations as well."
- C. "We have many different branch sites, and we need an easier way to apply consistent and appropriate security policies to employees and users at every location across our network."
- D. "We often launch marketing campaigns in different areas of our stores, but we don't have a way to determine how successful these promotions are and if they draw in customers."

Correct Answer: D

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