



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

Selling Aruba Products and Solutions

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### QUESTION 1

What is a key differentiating feature of Aruba NetInsight?

- A. It deepens the company's relationship with customers by providing location-based services and insights into user location.
- B. It protects the customer network by providing machine-learning based insights into intrusion and phishing attempts.
- C. It helps the customer pass regulatory audits by providing maps of network infrastructure connections and dependencies.
- D. It reduces time to resolve performance issues with data-driven and machine-learning based insights into the issues.

Correct Answer: D

Reference: [https://www.arubanetworks.com/assets/ds/DS\\_NetInsight.pdf](https://www.arubanetworks.com/assets/ds/DS_NetInsight.pdf)

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### QUESTION 2

Which statement accurately describes a current mobile technology trend?

- A. According to surveys, well over half of smartphone owners keep location services on to receive directions and recommendations.
- B. In customer satisfaction surveys, the majority of mobile users report dissatisfaction with the speeds available on smartphones.
- C. A majority of mobile users hide their device location due to growing concerns over security and personal safety.
- D. Although mobile searchers are rising, website traffic from traditional desktops still significantly outpaces mobile traffic.

Correct Answer: A

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### QUESTION 3

What correctly describes the addressable market for SD-WAN and the opportunity that it presents?

- A. While the SD-WAN market experienced rapid growth over the past 5 years, the market is now slowing down and experiencing a small reduction in growth.
- B. While the SD-WAN market is much smaller than the campus switching and WLAN market in absolute value, the SD-WAN market is growing more rapidly.
- C. The SD-WAN market is experiencing slow growth at rates comparable to the campus and switching market as a whole, and it should peak in the next 5 years.
- D. The SD-WAN market is experiencing very rapid growth and will overtake the campus switching and WLAN markets in absolute value within the next 2 years.



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Correct Answer: A

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#### QUESTION 4

Your customer wants to implement wired Internet of Things (IoT) devices, but is concerned about security. Which feature of an Aruba wireless solution ensures that this IoT traffic is inspected by a firewall?

- A. RF Protect
- B. Location services
- C. Dynamic segmentation
- D. Smart Rate Ports

Correct Answer: C

Reference: [https://www.arubanetworks.com/assets/so/SO\\_ClearPass.pdf](https://www.arubanetworks.com/assets/so/SO_ClearPass.pdf) (2)

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#### QUESTION 5

What is one way Aruba solutions help healthcare companies support BYOD and BioMed initiatives?

- A. Aruba Meridian regulates patient access and applies access controls that prevent patients from monopolizing bandwidth and interfering with more important traffic.
- B. Aruba Client Match maximizes performance in a dense environment with many different types of devices, enabling staff to communicate and access records more quickly.
- C. Aruba ClearPass automatically downloads software on every patient device to constantly track each asset's location, even if it leaves the premises.
- D. Aruba IntroSpect strictly enforces HIPPA regulations by only making records available to healthcare providers if the patient provides his or her password.

Correct Answer: B

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