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Selling Aruba Products and Solutions

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**QUESTION 1**

What is a Aruba role in selling Aruba as-a Service solution?

- A. Partners can resell Aruba NaaS solutions, but can only sell Aruba software as a subscription, not a SaaS solution.
- B. Partners cannot resell Aruba SaaS or NaaS solutions, but they do receive referral fees for directing customers to them.
- C. Partners can resell Aruba SaaS solutions, but can only sell NaaS solution with their own branding .
- D. Partners can resell both Aruba SaaS solutions and Aruba NaaS solutions. or offer their own branded NaaS solutions

Correct Answer: A

QUESTION 2

A customer is not sure about the additional benefits of an Aruba Mobility Master (MM)- based architecture.

What is one advantage that you should emphasize?

- A. Aruba MM adds built in network access control with micro-policies that enhance both security and user experience.
- B. Aruba MM enables Aruba AirMatch, which better optimizes RF in dense environments than simple Adaptive Radio management (ARM).
- C. Aruba Connectivity Health, which is embedded in MM, helps admins detect network issues before they cause problems.
- D. Aruba mobile engagement and location-based services are powered by the software platform and app dev kit in MM.

Correct Answer: B

QUESTION 3

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 4**

What should you tell customers about Aruba AIOps' advantages versus Mist?

- A. While Mist offers features for enhancing troubleshooting, it does not offer AI or remediation guidance.
- B. Aruba AIOps benefits from a much larger data set that ensures problems are more accurately identified, dynamic baselines cut down on alert fatigue, and recommendations are based on AI models, not basic monitoring analytics
- C. Mist AIOps capabilities derive from Juniper, and Mist and Juniper are not well integrated.
- D. Mist uses machine learning from large data sets for its AIOps solution, while Aruba AIOps uses a more powerful quantum computing approach that requires less data.

Correct Answer: A

QUESTION 5

What is one business benefit of Virtual Switching Extension (VSX)?

- A. It helps to optimize ArubaOS switches to connect to servers in a highly virtualized data center environment.
- B. It enables companies to extend services consistently across sites through the use of VPN tunnels between ArubaOS switches.
- C. It enables companies to apply consistent policies on wireless users and wired users connected to ArubaOS switches.
- D. It helps to reduce downtime for a network core of ArubaOS switches, while also providing a simple architecture.

Correct Answer: A

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