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QUESTION 1

Which two customer characteristics should lead you to position Aruba AirWave over Aruba Central? (Select two.)

- A. The customer has a multivendor network.
- B. The customer wants a CAPEX model with on-premises management.
- C. The customer wants to move to an OPEX model and access the management platform from anywhere.
- D. The customer is interested in guest Wi-Fi management, presence analytics, or managed services.
- E. The customer has limited IT resources in each of many branch offices.

Correct Answer: AB

QUESTION 2

A small customer compares switches based on price, but also has some advanced needs. You want the customer to understand why HPE OfficeConnect 1950 switches are the best solution for the company.

How would you sell the value of the HPE OfficeConnect 1950 Switch to this customer?

- A. This switch provides basic connectivity, plug-and-play simplicity, and security for an attractive price point.
- B. This switch is optimized for small businesses that need high performance and advanced features such high-speed uplinks and stacking.
- C. This switch is an unmanaged switch for remote offices that need entry-level features such high-speed uplinks and staking.
- D. This switch provides plug-and-play deployment for customers who require up to 100 GbE uplinks and advanced features such as dynamic segmentation.

Correct Answer: B

QUESTION 3

A customer wants to get branch networks up and running more quickly. Which Aruba features or solutions should you emphasize?

- A. Installer app and Zero Touch Provisioning (ZTP)
- B. Smart Rate and Air Slice
- C. Aruba Fabric Composer (AFC) and Virtual Switching Framework (VSF)
- D. AI Assist and AI Search

Correct Answer: A



QUESTION 4

What is one key advantage of Aruba wireless solutions as compared to Cisco Meraki solutions?

- A. Aruba offers cloud subscription-based licensing for all APs while Cisco Meraki requires a significant CAPEX expenditure.
- B. Aruba offers beamforming in APs to improve wireless coverage while Cisco Meraki Aps does not support any such feature.
- C. Aruba offers integration with an extensive ecosystem while Cisco Meraki offers little third-party integration.
- D. Aruba offers one simple choice for management while Cisco Meraki has a confusing array of management options.

Correct Answer: D

QUESTION 5

What is an example of how Aruba Central improves day-to-day network operations?

- A. It offers a simple interface and self-service portal. In which users can log In and easily solve their issues on their own.
- B. It gives IT visibility across the complete network so that IT can better determine the source of issues.
- C. It gives IT deep visibility into issues on the server-side, whether servers are on-prem or in the cloud.
- D. It provides agents, which IT can Install on endpoints to automatically remediate network issues.

Correct Answer: D

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