



# HPE2-W07<sup>Q&As</sup>

Selling Aruba Products and Solutions

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### QUESTION 1

What is one feature that distinguishes the Aruba switching portfolio from top competitors?

- A. Aruba switches have the largest market share of any wired network vendor.
- B. Aruba switches have the best warranty and no hidden costs for software licensing.
- C. Aruba switches support better segmentation between the wired and wireless network.
- D. Aruba switches support on-prem management rather than higher cost cloud-based management.

Correct Answer: B

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### QUESTION 2

You are discussing Aruba data center networking solutions with a customer who is looking for ways to help IT keep up with new applications and line of business (LOB) requests.

What should you explain about Aruba solutions?

- A. Aruba Network Analytics Engine (NAE) transforms Aruba CX switches into an agile, software-defined fabric
- B. Aruba Fabric Composer (AFC) helps IT program connectivity for workloads on demand.
- C. Aruba ClearPass helps IT to increase agility for the data network from the edge to the core.
- D. Aruba Central reduces provisioning time by integrating storage, compute, and networking management.

Correct Answer: B

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### QUESTION 3

Your customer uses Aruba Central and ClearPass in their Aruba-powered campus network. The company is rapidly deploying branches and the CIO wants to ensure enterprise scalability for these networks without having to spend extra money on management.

Which aspect of the Aruba Branch Gateway should you emphasize for this customer?

- A. smart rate ports for future-proofing
- B. routing through the data center for better security
- C. machine learning and AI-powered security assurance
- D. single policy enforcement point at branches

Correct Answer: D

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#### QUESTION 4

How do Aruba IntroSpect and Aruba ClearPass work together to increase value for customers?

- A. ClearPass provides Guest Wi-Fi management, while IntroSpect offers the customizable portal which includes social logins.
- B. IntroSpect provides centralized encryption that combines with deep packet inspection from the ClearPass firewall to provide trusted traffic.
- C. ClearPass Sensors are placed in areas with high mobile wireless traffic. They send information to IntroSpect, which used machine learning analytics to analyze Wi-Fi performance and provide suggestions for how to improve performance.
- D. IntroSpect detects anomalies and once an Entuty360 Risk Score reaches a certain level, it can send an alert to ClearPass, which can invoke a range of responses based on pre- defined.

Correct Answer: C

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#### QUESTION 5

You are proposing Aruba ESP Unified infrastructure and zero trust security solutions to a customer. You learned that the client uses ServiceNow. How should you approach this customer?

- A. Advise customer to get rid of all servicenow subscriptions because aruba central can replace ServiceNow as aruba central offers comprehensive trouble ticketing capabilities
- B. Redirect to only offer aruba unified infrastructure because Servicenow does not integrate with aruba zero trust security solutions
- C. Upsell aruba APs and gateways because they can be configured by servicenow to simplify management
- D. Emphasize the integration of aruba clearpass with servicenow, including the ability to automatically issue a trouble ticket

Correct Answer: D

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