



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

Selling Aruba Products and Solutions

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### QUESTION 1

What is an appropriate use case for pursuing an Aruba Instant On opportunity?

- A. A financial institution has dozens of branches that need to connect to cloud services and data center services securely.
- B. A dentist office wants to provide wireless access for employees and guests, while maintaining high security.
- C. A retailer has hundreds of stores, each of which needs to connect just two to five devices to a main headquarters.
- D. A software development company with about 300 employees wants to improve wireless network performance and simplify management.

Correct Answer: D

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### QUESTION 2

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

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### QUESTION 3

What is a business benefit of Aruba Unified Infrastructure?

- A. It enables customers to converge management of data center servers, storage, and networking within Aruba Central.
- B. It enables customers to apply the benefits of AIOps and Zero Trust Security across wired, wireless, WAN, and 5G networks.
- C. It enables customers to secure and automate their wired, wireless, and WAN networks without the need for solutions like Aruba Central and ClearPass.
- D. It enables customers to create a wired and wireless network that is inherently trustworthy regardless of what devices connect to it.

Correct Answer: C

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#### QUESTION 4

What distinguishes an Aruba Software-as-a-Service (SaaS) solution from a simple subscription-based solution?

- A. The SaaS solution provides a pay-per-use model for the customer's network infrastructure devices.
- B. The SaaS solution requires that the software be deployed in the cloud.
- C. With the SaaS solution, Aruba handles all deployment and maintenance for network infrastructure devices.
- D. With the SaaS solution. Aruba handles maintaining and updating the software.

Correct Answer: C

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#### QUESTION 5

What is one advantage Aruba Zero Trust Security solutions have over competitive solutions.

- A. These solutions offer IT many management interfaces in which to configure many features.
- B. These solutions give customers greater insight into their environment using analytics and AI.
- C. These solutions do not inhibit employee productivity by offering basic permissions to all users until authentication is complete.
- D. These solutions help customers reduce the effort of monitoring by establishing trusted network zones.

Correct Answer: C

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