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QUESTION 1

What is one indication that a customer could be a good candidate for an Aruba wireless solution?

- A. The customer is a company of about 60 employees and wants a simple plug-and-play solution.
- B. The customer recently upgrade their wired network to a third-party vendor's equipment.
- C. The customer wants to ensure better segmentation of the wired network from the wireless one.
- D. The customer has another vendor's wireless solution and experiences dropped calls in their UCC solution that negatively affects productivity.

Correct Answer: D

QUESTION 2

Which is one way that aruba instant on devices offer security tailored to the needs of your target customers.

- A. They contact central aruba to receive centrally defined security policies to protect wired and wireless access
- B. They support dynamic segmentation so they can offload security enforcement to aruba gateways
- C. They automatically update their software to ensure they stay safe without extra customer attention.
- D. They integrate with aruba Clearpass and enforce granular, user-based policies for micro-segmentation

Correct Answer: A

QUESTION 3

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

QUESTION 4

Which Aruba solution works with Aruba AI Insight to automata troubleshooting workflows and reduce the troubleshooting time?

- A. Aruba Device Insight



B. Aruba

C. Aruba Security Exchange 360

D. Aruba Search

Correct Answer: C

QUESTION 5

You want to begin qualifying a customer for Aruba IntroSpect.

Which topic can you introduce to begin the conversation?

A. how much insight IT staff have into the root causes behind performance issues

B. whether the customer uses SEIM and is overwhelmed with alerts

C. whether the customer has detected rogue Aps in the environment

D. how the customer would like to define access policies for wireless users

Correct Answer: A

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