



Selling Aruba Products and Solutions

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QUESTION 1

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 AlOps ana 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

QUESTION 2

A customer currently has Cisco networking equipment, but you have made progress in convincing the customer that an Aruba solution will better suit their needs for their upgrade. However, the customer still has some reservations about changing vendors and plans to migrate gradually.

What is one selling point of Aruba solutions for this customer?

A. Aruba AirWave is multi-vendor, so it can manage both legacy Cisco products and Aruba products together.

B. An Aruba Mobility Master (MM) can discover and monitor third-party products such as the legacy Cisco products.

C. Aruba controllers support dynamic segmentation, which enables them to integrate with switches such as Cisco switches.

D. Aruba Foundation Care offers financial services to make it more economically feasible for the customer to migrate to Aruba.

Correct Answer: A

QUESTION 3

What is one challenge distributed enterprises face with traditional branch architecture?

A. A traditional branch architecture unifies security policies centrally, which frustrates local IT staff what do not understand the policies.

B. A traditional branch architecture does not support a WAN established over MPLS, which is the most cost-effective choice for most customers.

C. Traditional branches do not have enough separate hardware devices for customers to meet performance requirements.

D. In a traditional architecture, all branch traffic has to be routed through the datacenter to get the Internet or the cloud.



Correct Answer: D

QUESTION 4

What is a key reason that companies are turning to cloud-based network management?

- A. They need a way to keep all of their data on-prem in the company data center.
- B. They need management solutions that are taster to deploy and easier to scale.
- C. They need specialized management tools for the different segments of their network.
- D. They need tools that are free to use so that they can reduce their operating budgets.

Correct Answer: A

QUESTION 5

What is one way that the Aruba approach to architecture makes Aruba stand out against the competition?

- A. Aruba provides customers with a choice of five different architectures to provide greater flexibility.
- B. Aruba offers a simpler and more robust architecture by avoiding integration with third- party solutions.
- C. Aruba offers a software-defined architecture with a single platform and unified wired and wireless.
- D. Aruba provides two optimized architectures based on different software, one for branch and one for campus.

Correct Answer: C

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