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NEW QUESTION: 1

What is one key way that Aruba IntroSpect enhances security for a customer network?

- A. It inspects all traffic and ensures that sensitive data is securely encrypted.
- B. It provides an enhanced guest portal with user identification and tracking features.
- C. It ties security alerts to the user or device identify associated with the alert.
- D. It enforces role-based policies to ensure the right users connect to the right resources.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 2

A customer needs a network infrastructure upgrade.

Which characteristic should you use as the primary deciding factor between proposing HPE OfficeConnect or Aruba solutions?

- A. the company vertical
- B. whether the customer requires 802.11ac
- C. the company size and number of users
- D. whether the customer requires wired or wireless access

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 3

Which characteristic could make a Virtual Mobility Controller (VMC), as opposed to a hardware controller, a good solution for a customer?

- A. desire to remain on pre-8.0 ArubaOS code
- B. need for flexibility in moves and changes
- C. need for highest throughput
- D. little communication between server and networking teams

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 4

You want to determine if a customer is a good prospect to an Aruba Meridian and beacon solution.

What is one topic that you should discuss?

- A.** how IT prioritizes unified management and integrating wired and wireless access
- B.** how much time IT staff members spend performing basic troubleshooting and whether this interferes with their ability to innovate
- C.** how concerned the customer is about ensuring that only authorized employees can access the wireless network
- D.** how the company is seeking to improve customer satisfaction scores and the role of mobile apps in their strategy.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 5

What is the Aruba Experience Edge Platform?

- A.** It is an experience-driven portal that provides access to a partnership ecosystem with Aruba technology partners.
- B.** It comprises the Aruba infrastructure, software, and partnerships that work together to improve user network experiences.
- C.** It comprises the suite of products in the Aruba SD-WAN solution, including edge gateways and centralized gateways.
- D.** It is an analytics-driven security framework that includes Aruba IntroSpect, RF Protect, and ClearPass.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

What is a Aruba role in selling Aruba as-a Service solution?

- A.** Partners cannot resell Aruba SaaS or NaaS solutions, but they do receive referral fees for directing customers to them.
- B.** Partners can resell Aruba NaaS solutions, but can only sell Aruba software as a subscription, not a SaaS solution.
- C.** Partners can resell Aruba SaaS solutions, but can only sell NaaS solution with their own branding .
- D.** Partners can resell both Aruba SaaS solutions and Aruba NaaS solutions. or offer their own branded NaaS solutions

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 7

What is the primary way that aruba switches support a unified infrastructure approach within aruba ESPx'x' - own account

- A. switches are controlled by the same aruba fabric composer (AFC) that also controls aruba APs and gateways
- B. The switches support dynamic segmentation that enforces consistent role-based policies for wired and wireless devices.
- C. The switches support the same Air Slice technology as the APs to ensure consistent handling of high-end wireless client traffic the tip
- D. Switches are discovered and controlled by aruba gateways, just as APs are discovered by gateways

Answer: (SHOW ANSWER)

NEW QUESTION: 8

You have proposed an Aruba ESP (Edge Services Platform) Unified Infrastructure solution to a customer. The customer is also considering a Juniper/Mist solution. What is one Aruba advantage that you should emphasize?

- A. Juniper and Mist are still largely separate. Aruba AP and switch solutions are truly unified, with features like Dynamic Segmentation.
- B. Mist does not offer any Wi-Fi 6 APs while Aruba has a broad portfolio of APs that support Wi-Fi 6.
- C. Mist does not offer any AI Ops capabilities while Aruba ESP offers AI Ops In addition to Zero Trust Security.
- D. Juniper is focused on the SMB space, where it has the most experience, while Aruba offers solutions for companies of all sizes from small to large.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 9

What are two of the most important values that IT executives consider when making purchasing decisions (Select two.)

- A. They want to move to a CAPEX model to increase line-of-business budgets.
- B. They want to efficiency to do more with fewer resources.
- C. They want to segregate core functions in the data center so they can manage silos more efficiently.
- D. They want to shift away from cloud solutions.
- E. They want trust in the network, knowing that it will ensure productivity and security.

Answer: (SHOW ANSWER)

NEW QUESTION: 10

What is a business benefit of Aruba Unified Infrastructure?

- A. It enables customers to create a wired and wireless network that is inherently trustworthy regardless of what devices connect to it.
- B. It enables customers to converge management of data center servers, storage, and networking within Aruba Central.

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 apply the benefits of AIOps and Zero Trust Security across wired, wireless, WAN, and 5G networks.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 11

A customer requires a highly secure network solution, and you have proposed an Aruba controller-based solution and Aruba switches. What is one security benefit that the controllers provide?

A. They can provide secure SNMPv3-based management for the Aruba switches.

B. They can apply role-based firewall policies to wireless and wired traffic.

C. They can create a baseline of normal wireless device behavior and detect anomalies.

D. They can detect intrusion attempts based on machine learning (ML).

Answer: B (LEAVE A REPLY)

NEW QUESTION: 12

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

A. They support dynamic segmentation so they can offload security enforcement to Aruba gateways

B. They contact central Aruba to receive centrally defined security policies to protect wired and wireless access

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 13

Your customer emphasizes the need to simplify network operations.

What is one reason for recommending Aruba 5400R zl2 switches for the customer's campus network?

A. Virtual Switching Extension (VSX) provides redundancy for management modules on the 5400R switches, with seamless failover.

B. Traditional stacking enables network administrators to manage up to 10 5400R switches from a single GUI.

C. Backplane stacking enables multiple 5400R switches to function as a single logical switch, using dedicated modules and stacking cables to integrate the switches.

D. Virtual Switching Framework (VSF) allows customers to combine 5400R switches into a single virtual switch which simplifies management tasks and provides more resilient connectivity.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 14

A customer needs a wired solution upgrade. Which characteristic indicates a good prospect for an Aruba switching solution?

A. The customer has found cloud applications to be too expensive and wants to limit their use.

B. The customer needs a wireless upgrade as well and wants better wired and wireless integration.

C. The customer considers cost the primary concern and is not worried about performance, security, or visibility.

D. The customer is a small business with about 60 employees and needs a simple, plug-and-play solution.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 15

You are proposing an Aruba wired and wireless solution to a customer. After a discussion about Aruba ClearPass and IntroSpect, a member of the security team asks about security measures that go beyond software solutions.

What is one advantage of Aruba Secure Infrastructure that you should emphasize to this technical influencer?

A. An Aruba infrastructure reduces the likelihood traffic can be intercepted with centralized encryption and deep packet inspection.

B. Aruba controlled APs maintain a distributed policy engine that defines who and what devices can connect to which data, infrastructure, and applications.

C. Silicon root of trust creates a digital fingerprint in the silicon of ArubaOS switches to ensure they will never boot with compromised hardware.

D. Connectivity Health collects and compiles information about switch configuration, protocol, and system state and uses machine learning to compare this information to baseline figures.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 16

An SMB has ArubaOS switches and Aruba Instant APs. The company is growing and wants to simplify deploying and managing the infrastructure devices.

What should you explain?

A. Aruba AirWave is specifically designed as a management tool for SMB customers such as this.

- B.** Aruba switches and APs can integrate with third-party SEIM solutions to simplify management.
- C.** Aruba Central provides simple cloud-based management and Zero Touch Provisioning (ZTP).
- D.** Aruba Mobility Master (MM) can manage the Instant APs and simplify deployment.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 17

You are meeting with a large hotel that needs a network upgrade. What is one benefit of Aruba solutions that you should emphasize to address a common concern of such customers?

- A.** better security that helps the hotel comply with regulations, based on Aruba Cape Networks sensors
- B.** a higher quality guest wireless experience with features such as ClientMatch, AirGroup, and Cape Networks
- C.** better access control over IoT deployments using either Aruba AirWave or Aruba Central
- D.** simple management experience and end-to-end visibility for troubleshooting with Aruba IntroSpect

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 18

You have proposed Aruba 8400 switches as core switches for a customer. The customer is very concerned about the network always being on and has indicated that no maintenance window is permitted even for a core switch software upgrade. What feature of this switch should you explain?

- A.** Network Analytics Engine (NAE)
- B.** Backplane stacking
- C.** ArubaOS-CX Python-based APIs
- D.** Virtual Switching Extension (VSX)

Answer: **D** ([LEAVE A REPLY](#))

NEW QUESTION: 19

What is the differentiator that makes aruba the best choice for solutions as a service?

- A.** Aruba as-a-Service solutions offer predictable budgets, converting large capital payments into monthly payments.
- B.** Aruba as-a-Service solutions help customers convert operating expenses into capital purchases so they can use all of their expanding IT budgets.
- C.** Aruba simplifies delivery as a service by providing only SaaS options instead of SAAS and NAAS
- D.** Aruba simplifies delivery as a service by providing only on-premises deployment options instead of cloud options.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 20

What is an example of how customers can benefit from Aruba AI search

- A.** Developers can easily build location-based services that track user devices and provide personalized experiences
- B.** IT security teams can ensure consistent policies are applied to users no matter where they move on the network
- C.** IT can create more accurate device inventories using AI search's device profiling capabilities
- D.** The tech support team can quickly locate the addos associated with a user who is experiencing a problem

Answer: C (LEAVE A REPLY)

NEW QUESTION: 21

You are discussing Aruba ESP with a customer. The customer tells you that the company already has third-party tools for services such as network asset management and network analytics.

What should you explain?

- A.** Aruba Not Edit enables customers to integrate Aruba Central and the Aruba ESP solution with third-party tools.
- B.** Aruba Central will save (ho customer money by replacing those tools with a free, cloud-based management tool.
- C.** Aruba Not Edit provides both asset management and network analytics, and Aruba recommends deploying it instead of the current tools.
- D.** Aruba Central offers APIs and an SDK that lots customers integrate many existing tools with Central

Answer: C (LEAVE A REPLY)

NEW QUESTION: 22

When positioning Aruba Zero Trust Security versus Juniper/mist, what is one key point you should make?

- A.** Juniper/Mist has no feature comparable to Aruba Dynamic Segmentation, which unifies role-based policy enforcement for wired and wireless devices.
- B.** Juniper/Mist forces customer to use a single interface to manage all of their security features, while Aruba provides multiple options.
- C.** Juniper/Mist has no analyst solution, while Aruba offers extensive analytics through integration with third-party solutions.
- D.** Juniper/Mist requires customers to purchase several solutions to obtain full security, while Aruba offers all of its security features through a single Control subscription.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

What distinguishes aruba's as-a-service solutions from other vendors' solutions-as-a-service?

- A.** Aruba focuses on solutions such as budget-optimized service and competes primarily on price.
- B.** Aruba came to the market as a service later, which allows it to offer more modern solutions, instead of those built with legacy technology.
- C.** Aruba focuses on pre-packaged service packages, rather than custom solutions, to simplify the delivery process.
- D.** Aruba has defined technologies for networking as a service (NAAS) and has more mature offerings than competitors

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 24

one of the customer's top priorities is to mitigate the risks posed by an increasing number of personal devices and IOT for a company with between 1,387 and 4,026 employees.

What should you emphasize to this customer?

- A.** As-a-service solutions allow customers to consume technology now that they want to
- B.** AIOps can reduce errors and unplanned network outages
- C.** Zero trust increases network protection levels while decreasing operational complexity
- D.** Unified infrastructure facilitates integration and simplifies management

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 25

A customer has an Aruba wireless network, but not wired. You want to emphasize the value of deploying Aruba access switches as well.

What is one advantage that you can explain?

- A.** ArubaOS switches support the same embedded, role-based firewall as Aruba controllers and Instant Aps, leading to duplicated policy enforcement.

B. ArubaOS switches that connect to Aruba Aps can provide beacon management software and help location-based services.

C. ArubaOS switches can automatically re-configure their ports with the correct VLAN, QoS, and PoE+ settings when an Aruba AP connects.

D. ArubaOS switches provide a Network AnalyticsEngine (NAE) that helps to monitor, and ensure the health of both the wired and connected wireless network.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

A mid-sized customer is having trouble deciding between in a controllerless Aruba solution and a controller-based one. What can you explain to the customer about how Aruba protects the company's investment?

A. Aruba offers a buy-back program for controllerless Instant APs, making it cost effective to later deploy controlled APs.

B. There is no difference in features and capabilities between a controllerless and controller-based Aruba solution.

C. The same Aruba APs can be deployed in controllerless Instant mode and then later changed to controlled mode.

D. Aruba uses a cloud subscription-based licensing model for controllerless APs, and these licenses can be upgraded to controller licenses.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

A large entertainment venue needs a location-based solution to enhance the guest experience, and you have recommended Aruba Meridian and beacons. What is one benefit of Meridian that you should emphasize?

A. It provides proactive testing of the performance of the guest user network, which ensures that guests have a good experience and are satisfied.

B. It has built-in Bluetooth-based analytics, which give the customer more insight into how guests are using the space and interacting with the venue's mobile app.

C. It integrates with Aruba ClearPass to track users' location and log suspicious activity, this improves the security of the venue and protects the customer's assets.

D. It delivers wayfinding services based on GPS. Because GPS is the best option for large indoor environments, guests have a better experience.

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 28

A retailer has large stores that have Inconsistent 5G coverage, which leads to complaints from customers. The retailer wants a simple way to give customers the 5G experience. Which Aruba feature should you emphasize to address these goals?

A. Zero Touch Provisioning

- B. Air Pass
- C. Smart Rate
- D. Dynamic Segmentation

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 29

You are proposing a Managed Connectivity Services (MCS) solution to a customer. What does the Intelligent Operations option add to this solution?

- A. enables integration between the MCS solution and third-party solutions within the Security 360 Exchange.
- B. It enables customer admins to have access to Aruba AIOps components, such as AI Insights, AI Search, and Ai Assist.
- C. It offloads network management, including troubleshooting and patch management, to an Aruba team
- D. It activates software-defined networking (SON) capabilities within the MCS solution.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 30

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. An Aruba Mobility Master (MM) can discover and monitor third-party products such as the legacy Cisco products.
- B. Aruba controllers support dynamic segmentation, which enables them to integrate with switches such as Cisco switches.
- C. Aruba Foundation Care offers financial services to make it more economically feasible for the customer to migrate to Aruba.
- D. Aruba AirWave is multi-vendor, so it can manage both legacy Cisco products and Aruba products together.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 31

What is a benefit that Aruba Mobility Master (MM) and an ArubaOS architecture bring to network management?

- A. Admins can manage ArubaOS switches and ArubaOS controllers from the same management interface.
- B. Customers can obtain a flexible, cloud-based option for managing their controllers centrally.

C. MM provides a centralized licensing repository and a single interface for configuring controllers.

D. MM offers a single management interface for configuring wireless devices and onboarding user wireless devices.

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 32

You are discussing aruba ESP with an interested customer. However, the customer has some concerns about availability when using cloud-based network management. What should you explain?

A. Customer can receive all the benefits of the aruba ESTP by deploying Aruba airwave, an on-premises network monitoring and management solution

B. Unlike some competitors, if aruba network devices lose connectivity to the cloud, they will continue to provide the same connectivity to users.

C. Features such as Air Pass and Smart Rate create a highly available wireless network that will protect the customer's mission-critical applications.

D. Aruba has built in high availability in its cloud, which means customers can be confident that they will lose connection to it.

Answer: (SHOW ANSWER)

NEW QUESTION: 33

You want to act as a service provider for your customers. What benefit does the Partner Ready MSP program for aruba offer you?

A. It allows you to build your own networking applications and offer them as SaaS software as a service solutions on the aruba MSP Marketplace

B. It allows you to repurchase legacy aruba equipment from the customer, refurbish the equipment, and then resell the equipment as a certified used product.

C. It allows you to use the Aruba Meridian in MSP mode to manage your customers' inventory as well as your business processes such as billing and invoicing.

D. It allows you to use aruba central in MSP mode to manage multiple customer network environments as well as integration with your own billing tools

Answer: C (LEAVE A REPLY)

NEW QUESTION: 34

How do Aruba solutions help higher education customers meet the growing demand for an always-on network that supports students' mobile lifestyles?

- A.** Aruba delivers uninterrupted high-speed connectivity in any location, even across roams, and enables self-service network onboarding for student devices.
- B.** With Aruba, administrators can establish certain locations as specialized zones where students can go to get the fastest bandwidth anywhere on campus.
- C.** Using Aruba tools, admins can create easy-to-use, template-based quizzes that take up less bandwidth than other quiz software and can be downloaded to use offline.
- D.** Aruba security removes the need for network access controls and time-consuming onboarding processes by applying the same security policies to every user and device.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 35

Which correctly describes trends in SMB spending on IT?

- A.** Despite economic downturns, a majority of SMBs are planning to replace IT infrastructure.
- B.** SMB IT spending tends to take longer to recover after a downturn when compared to overall IT spending.
- C.** Very few SMBs consider security when making IT budgetary decisions; they tend to focus on performance to the exclusion of all else.
- D.** A majority of SMBs are planning to delay upgrades and instead allocate their budget to improving management.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 36

How does Zero Trust Security differ from outdated security practices?

- A.** Zero Trust Security assumes every user needs basic network access instead of starting with a default deny posture.
- B.** Zero Trust Security focuses on protecting the network perimeter and does not rely on user roles.
- C.** Zero Trust Security relies on user input because network administrators can no longer be trusted completely
- D.** Zero Trust Security focuses on protecting resources as opposed to network segments.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 37

You are proposing Aruba Wi-Fi 6 APs as part of an Aruba ESP solution. The customer says, "Many vendors offer Wi-Fi 6. What makes Aruba different?" What is one of the ways that this Aruba solution helps customers gain more benefits from Wi-Fi 6?

- A.** Aruba Client Match is aware of which clients support Wi-Fi 6 and distributes clients across APs so as to optimize throughput.
- B.** Aruba Dynamic Segmentation creates different queues for Wi-Fi 6 and non-Wi-Fi 6 clients to ensure the best performance for both types of client
- C.** Aruba Zero Touch Provisioning (ZTP) enables the Aruba solution to automatically provision connected wireless clients with optimized settings.
- D.** Aruba Network Analytics Engine (NAE) analyzes the RF environment and moves APs to the correct channel to minimize noise and enhance the signal.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 38

You are proposing Aruba Wi-Fi 6 APs as part of an Aruba ESP solution. The customer says, 'Many vendors offer VA-Fi 6. What makes Aruba different?' How can you explain that Aruba Air Slice distinguishes Aruba's Wi-Fi 6 solutions?

- A.** Air Slice provides rate- and application-based quality of service (QoS) that improves users' experience on the network.
- B.** Air Slice uses signature-based scanning to detect compromised wireless devices and places them in quarantine
- C.** Air Slice enhances security for all wireless clients, particularly IoT ones, by implementing micro-segmentation.
- D.** Air Slice disconnects non-Wi-Fi 6 clients from the network to prevent them slowing down the entire network.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 39

What is a common customer challenge in the data center, which can lead to the need for Aruba solutions?

- A.** Customers need to Improve security by segmenting physical network management from virtual network management.
- B.** Customers lack the ability to automate the network and orchestrate network provisioning with storage and compute.
- C.** Customer data centers have Increased demand from more employees and users working from home.
- D.** Customers are struggling to shift from a leaf-spine architecture to a more scalable three-tier architecture.

Answer: (SHOW ANSWER)

NEW QUESTION: 40

A customer has a data center visualized with VMware.

What is one benefit that the customer receives by adding Aruba Fabric Composer (AFC) to Aruba CX switches?

- A.** AFC enables AI-division analytics for the Aruba CX switches, helping IT more easily troubleshoot and optimize the switches for the VMware environment.
- B.** AFC provides a plug-in that makes it simple for IT to provision network connectivity from within VMware vSphere
- C.** AFC provides built-in licenses for switch virtualization features such as VXLAN, making it more cost effective for customers to use those features.
- D.** AFC enables the Aruba CX switches to support Virtual Switching Extension (VSX) for better integration into the VMware environment

Answer: B (LEAVE A REPLY)

NEW QUESTION: 41

You are proposing a Managed Connectivity Services (MCS) solution to a customer. What benefit should you explain that Aruba Services Manager (ASM) provides as part of this solution?

- A.** It grants customers visibility into their network infrastructure, speeding up tasks such as threat assessment.
- B.** It gives customers a single-pane-of-glass solution for managing contextual access policies for both wired and wireless access.
- C.** It enables customers to bundle Aruba support services with support services for integrated third-party tools.
- D.** It provides essential support entitlements with a range of flexible options for hardware replacement.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 42

What is one business benefit of Virtual Switching Extension (VSX)?

- A.** It helps to optimize ArubaOS switches to connect to servers in a highly virtualized data center environment.
- B.** It enables companies to extend services consistently across sites through the use of VPN tunnels between ArubaOS switches.
- C.** It helps to reduce downtime for a network core of ArubaOS switches, while also providing a simple architecture.
- D.** It enables companies to apply consistent policies on wireless users and wired users connected to ArubaOS switches.

Answer: (SHOW ANSWER)

NEW QUESTION: 43

A customer has many branch offices with limited staff of IT generalists.

The customer requires simplified deployment and operations, and you have proposed an Aruba Central solution.

Which two benefits of Aruba Central should you explain? (Select two.)

- A. Central integrates with third-party backup solutions such as Veeam to provide a single solution for all branch needs.
- B. Central offers Zero-Touch Provisioning (ZTP) for streamlined deployment with no on-site expertise.
- C. Central is designed for varied expertise levels, with wizards and easy drill-downs.
- D. Central automatically configures clustering on managed controllers, simplifying the implementation of high availability.
- E. Central has the same user interface as Cisco Prime, so it is easy for customers to migrate from Cisco.

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 44

Where do analysts predict the majority of data will be generated by 2022?

- A. Co-located data centers
- B. The public cloud
- C. The edge
- D. On-prem data centers

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 45

Which benefit does an HPEFS Accelerated Migration service provide for a customer?

- A. It enables the customer to obtain additional value from legacy infrastructure that is ready to be retired.
- B. It provides workshops and consulting services, helping customers to understand how to use new technologies strategically.
- C. It enables the customer to offload networking management to Aruba experts in a Network Operations Center (NOC).
- D. It provides deployment and installation services for new solutions, lowering risks for customers.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 46

What is a primary difference between Aruba 310 and Aruba 340 Series APs?

- A. Aruba 340s support higher density deployments than Aruba 310s.
- B. Aruba 340s support 802.11ac, and Aruba 310s support 802.11b/g/n only.
- C. Aruba 340s support 802.11ax, and Aruba 310s support 802.11ac.
- D. Aruba 340s support outdoor deployments, and Aruba 310s support indoor ones.

Answer: A ([LEAVE A REPLY](#))

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NEW QUESTION: 47

You are proposing an aruba datacenter networking solution to a customer who is also considering Juniper. What is the advantage of aruba over juniper that you should emphasize?

- A.** Aruba's solutions exceed Juniper's capabilities in automation, programming, and integrated analytics
- B.** Aruba offers several specialized datacenter switch families for different purposes, while Juniper offers only one
- C.** Aruba specializes in cloud service provider markets, while Juniper focuses on smaller data centers
- D.** Aruba offers more customizable licensing than Juniper. Aruba customers can choose between different licenses to enable different features

Answer: D (LEAVE A REPLY)

NEW QUESTION: 48

A customer is not sure about the additional benefits of an Aruba Mobility Master (MM)-based architecture.

What is one advantage that you should emphasize?

- A.** Aruba mobile engagement and location-based services are powered by the software platform and app dev kit in MM.
- B.** Aruba MM adds built in network access control with micro-policies that enhance both security and user experience.
- C.** Aruba MM enables Aruba AirMatch, which better optimizes RF in dense environments than simple Adaptive Radio management (ARM).
- D.** Aruba Connectivity Health, which is embedded in MM, helps admins detect network issues before they cause problems.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 49

What is one benefit of the Aruba Instant On mobile app for partners?

- A.** The app integrates with Aruba Central, which allows customers to win more sales by emphasizing Central's AIOps benefits

B. The app provides simplified proposal and quoting tools, designed to help partners close Instant On sales more quickly.

C. The app opens another revenue stream for partners because customers must purchase licenses to use it.

D. The app provides remote management, so that partners can easily offer management services for multiple Instant On customers.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 50

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

A. A software development company with about 300 employees wants to improve wireless network performance and simplify management.

B. A retailer has hundreds of stores, each of which needs to connect just two to five devices to a main headquarters.

C. A dentist office wants to provide wireless access for employees and guests, while maintaining high security.

D. A financial institution has dozens of branches that need to connect to cloud services and data center services securely.

Answer: **A** ([LEAVE A REPLY](#))

NEW QUESTION: 51

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

A. With the SaaS solution, Aruba handles maintaining and updating the software.

B. With the SaaS solution, Aruba handles all deployment and maintenance for network infrastructure devices.

C. The SaaS solution requires that the software be deployed in the cloud.

D. The SaaS solution provides a pay-per-use model for the customer's network infrastructure devices.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 52

You are proposing an Aruba ESP solution to a customer who is interested in simplifying network management. What is the benefit that Aruba NetEdit brings to a solution with Aruba CX switches?

A. NetEdit helps customers automate the inventory of their complete networks from switches to APs and clients.

B. NetEdit helps customers more easily create and customize policies that apply to wired and wireless clients.

C. NetEdit helps customers more easily audit Aruba CX switch settings and software.

D. Net edit automates wireless network optimization, allowing Aruba APs to adjust their settings to changing conditions

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 53

To enhance their businesses, how should customers road to the explosion of data at the edge?

A. They should deploy solutions to analyze and act on the data so that they can deliver now operational efficiencies and revenue streams.

B. They should change the architecture of their networks so that they can backhaul all of this data to the data center for storage.

C. They should implement perimeter security so that they can keep excessive data out of their corporate network

D. They should look for multiple, specialized network management tools that let admins segments of traffic Mow in isolation.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 54

What is one challenge that is pushing customers toward SD-WAN solutions?

A. lack of control over and visibility into WAN traffic

B. need to move to exclusive MPLS for branch connections

C. too few products and solutions at the branches across their WAN

D. insufficient security expertise in IT staff at branches

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 55

Which of Aruba's guiding principles lets customers know that Aruba will prioritize their needs at every stage?

A. A "wired-first" approach lets customers know that Aruba is prepared for where the market is headed, due to the inherent insecurity of wireless devices.

B. A "customer first, customer last" approach means Aruba is committed to customer success at every stage, from product innovation and development to sales and support.

C. A "better than cloud" approach helps customers move away from expensive cloud to a network that was specifically designed for an on-prem deployment.

D. An "IT knows best" approach means that Aruba emphasizes that it has the deep and mature technologies that customers need and that those technologies come with complexities.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 56

What is one key competitive advantage of Aruba AirWave over Cisco Prime?

- A. Cisco Prime only offers single-server deployments, while Aruba offers larger deployments.
- B. Cisco Prime only supports Cisco, while Aruba AirWave offers multi-vendor support.
- C. Aruba AirWave integrates network access control, while Cisco Prime does not.
- D. Aruba AirWave is cloud based, while Cisco Prime only offers on-premises management.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 57

You are meeting with a current Aruba customer to discuss upgrading their campus network infrastructure. What is a topic you should discuss to discover an opportunity to sell Aruba ESP Unified Infrastructure?

- A. Reasons why the campus network is more complicated than the datacenter network
- B. The experience users currently have with Wi-Fi and their general network
- C. The detailed mechanics behind WI-FI 6 and WI-FI protected Access (WPA) technologies
- D. The reasons why customers need more management tools than ever before

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 58

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

- A. A traditional branch architecture does not support a WAN established over MPLS, which is the most cost-effective choice for most customers.
- B. A traditional branch architecture unifies security policies centrally, which frustrates local IT staff what do not understand the policies.
- C. In a traditional architecture, all branch traffic has to be routed through the datacenter to get the Internet or the cloud.
- D. Traditional branches do not have enough separate hardware devices for customers to meet performance requirements.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 59

How does IT need to transform to help companies stay competitive?

- A. IT needs to extend infrastructure refresh cycles so that the business can free up capital for other purposes
- B. IT needs to simplify so that it can respond more quickly in response to now requirements.
- C. IT needs to operate strategically by investing more capital in projects that might take several years to yield returns.
- D. IT needs to take more time to plan IT projects and acquisitions to ensure that they meet the company's hoods.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 60

A customer asks about whether Aruba ESP provides Intrusion Prevention System (IPS) capabilities. What should you reply?

- A. Aruba Threat Detection, within Aruba Central, provides IPS capabilities.
- B. The customer must add Aruba ClearPass OnGuard to Policy Manager to receive these capabilities.
- C. Aruba ClearPass Device Insight provides IPS capabilities.
- D. The customer must Integrate the solution with third party tools to receive any IPS capabilities.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 61

You are proposing an Aruba controller-based solution for a customer.

Which customer need indicates that you should propose Aruba Mobility Master as part of the solution?

- A. the need to simplify the development of customer-facing mobile engagement apps
- B. the need for machine-learning-based insights into network health and connectivity
- C. the need to manage wired and wireless devices from one interface
- D. the need for always-on wireless connectivity with no downtime

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 62

A customer wants an Aruba Zero Trust Security solution that provides authentication and role-based access control. What are the minimum components required for this solution?

- A. Aruba ClearPass Device Insight and Aruba 360 Security Exchange
- B. Unified Infrastructure and Aruba ClearPass Policy Manager
- C. Aruba Unified Infrastructure and Aruba 360 Security Exchange
- D. Aruba ClearPass Policy Manager and Aruba ClearPass Device Insight

Answer: (SHOW ANSWER)

NEW QUESTION: 63

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

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 64

What is a key Aruba SD-Branch differentiator against many competitors?

- A. Aruba SD-Branch offers all of the benefits of Aruba ESP (Edge Services Platform) in the branch.
- B. Aruba has the largest market presence for SD-WAN and is the only Leader recognized by Gartner.
- C. Aruba SD-Branch is a highly specialized solution that is focused exclusively on WAN connectivity and optimization
- D. Aruba offers the only branch solution that is targeted specifically for small businesses

Answer: C (LEAVE A REPLY)

NEW QUESTION: 65

A small customer has a tight budget but needs 10 GbE uplinks.

Which HPE OfficeConnect switch should you suggest?

- A. HPE OfficeConnect 1405 switch
- B. HPE OfficeConnect 1850 switch
- C. HPE OfficeConnect 1620 switch
- D. HPE OfficeConnect 1820 switch

Answer: (SHOW ANSWER)

NEW QUESTION: 66

Which Aruba solution uses Bluetooth Low Energy to precisely track the location of mobile users through their mobile devices?

- A. Aruba Asset Tags
- B. Aruba APs in Air Monitor (AM) mode
- C. Aruba Beacons
- D. Aruba APs in Spectrum Monitor (SM) mode

Answer: C (LEAVE A REPLY)

NEW QUESTION: 67

What is one benefit to you, as an Aruba Partner, of selling Aruba switches, as well as Aruba APs?

- A.** This approach will help you to stay focused on selling network Infrastructure hardware without being distracted by trying to attach software cross-sells or as-a-Service deals.
- B.** You can pursue more deals, as the wired total addressable market (JAM) is larger than the wireless one.
- C.** This approach is the only way that you can pursue mobility opportunities for customers with Cisco switches, as Aruba APs are incompatible with Cisco switches.
- D.** You can help the customer simplify the architecture and save money, as Aruba switches provide many of the same features as Aruba gateways.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 68

What is a distinguishing feature of Aruba CX switches for a modern data center environment?

- A.** The switches provide a rich set of CLI show commands that enhance visibility all the way down to virtual machines (VMs).
- B.** The switches are based upon a micro-services architecture that makes them resilient and fault-tolerant.
- C.** The switches support one of the longest feature lists of any data center switches in the industry.
- D.** The switches are designed as core switches for large, three-tier data center network architectures.

Answer: **D** ([LEAVE A REPLY](#))

NEW QUESTION: 69

When positioning Aruba Zero Trust Security versus Cisco Meraki, what is one key point you should make?

- A.** Cisco Meraki relies on extensive third-party integration to enhance its security solutions, while Aruba limits third-party integration.
- B.** Cisco Meraki is focused primarily on data center security, while Aruba is focused on campus, branch, and data center security
- C.** Cisco Meraki requires customers to purchase several solutions to obtain full security, while Aruba offers all of its security features through a single Aruba Central subscription.
- D.** Cisco Meraki security is complex to manage, with many different interfaces, while Aruba offers integrated security management.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 70

A customer has an Aruba ESP (Edge Services Platform) solution. A site uses an AP-only deployment model. Later the customer wants to use gateways.

- A.** Replace the existing APs with now Campus APs, and then add the gateways.
- B.** Add the gateways, use Aruba Central to control the existing APs, and use the gateways' UI to manage the network.
- C.** Change the APs' mode to Campus mode, upgrade to campus software and then add the gateways
- D.** Add the gateways, there is no need to change the existing APs' mode, and the gateway can be managed by Aruba Central

Answer: D (LEAVE A REPLY)

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