

## HPE2-W11 Dumps

### Selling HPE Aruba Networking Solutions

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**NEW QUESTION 1**

You are meeting with a retailer, which has many small branches and is rapidly growing. What is one benefit of HPE Aruba Networking ESP solutions for this customer?

- A. The customer can deploy a single HPE Aruba Networking switch per site because the switches offer wired and wireless capabilities within one box.
- B. HPE Aruba Networking helps secure branches by requiring all traffic to be back-hauled to the data center.
- C. HPE Aruba Networking offers different architectures and network device families, each specialized for either campus or branch networking.
- D. Non-IT experts can install HPE Aruba Networking devices at new sites, and HPE Aruba Networking Central will automatically discover and configure them.

**Answer: D**

**Explanation:**

HPE Aruba Networking ESP solutions are designed to simplify and accelerate the deployment and management of branch networks. They enable non-IT experts to install HPE Aruba Networking devices such as access points, switches, and gateways at new sites, and HPE Aruba Networking Central will automatically discover and configure them using zero-touch provisioning<sup>12</sup>. This reduces the time and cost of setting up new branches, and ensures consistent and secure network policies across all sites<sup>3</sup>. References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking<sup>2</sup>: Aruba EdgeConnect MicroBranch | HPE Aruba Networking<sup>3</sup>: Retail Networking Solutions | HPE Aruba Networking

**NEW QUESTION 2**

You are meeting with a customer's Chief Information Security Officer (CISO) and want to open a discovery conversation about HPE Aruba Networking Edge-to-Cloud Security solutions. What is one topic you should discuss?

- A. How dependent the organization is on video conferencing and other collaboration applications and whether the CISO understands how to patch those applications' vulnerabilities.
- B. How dependent the organization is on manually defined security policies and what risk the organization runs if admins make errors in those policies.
- C. Whether the CISO understands the encryption technologies that are improving security for modern wireless networks.
- D. Whether the CISO understands the value of a single-vendor, end-to-end security solution and is ready to commit to a single vendor.

**Answer: B**

**Explanation:**

HPE Aruba Networking Edge-to-Cloud Security solutions enable customers to automate and simplify network security operations and enhance Zero Trust protection across all network domains. By using HPE Aruba Networking Central NetConductor, customers can orchestrate and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect. This reduces the risk of human errors, misconfigurations, and security breaches that can result from manually defined and managed policies.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 17: "Aruba Central NetConductor is a cloud-native network security service that automates and accelerates networking and policy orchestration across all network domains. It enables customers to define and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect."
- Edge-to-cloud, Zero Trust, and SASE security | HPE Aruba Networking: "Aruba Central NetConductor automatically configures infrastructure to deliver optimal network performance while enforcing granular access control security policies that are the foundation of Zero Trust and SASE architectures."
- HPE Aruba Networking Central NetConductor: Automate and Accelerate Networking and Policy Orchestration: "Aruba Central NetConductor eliminates the need for manual configuration and management of network policies, which can be error-prone, time-consuming, and inconsistent across network domains. It also reduces the risk of security breaches and compliance violations that can result from misconfigurations and gaps in policy enforcement."

**NEW QUESTION 3**

What common customer desire is addressed by HPE Aruba Networking Central network management?

- A. eliminating the need for network admins and letting server admins maintain the network
- B. deploying the network and then letting it run without the need for further management and monitoring
- C. managing each network silo with tools specialized for that silo's needs
- D. managing the network without having to install and maintain on-prem management tools

**Answer: D**

**Explanation:**

HPE Aruba Networking Central is a cloud-based network management solution that simplifies IT operations, improves agility, and reduces costs by unifying management of all network infrastructure. It eliminates the need for customers to invest in, deploy, and maintain on-premises management tools, and provides a single pane of glass for managing campus, branch, remote, data center, and IoT networks from one dashboard.

References:

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: "Aruba Central is the cloud-native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services."
- Aruba Central for Cloud-managed networking | HPE Aruba Networking: "Built on a cloud-native, microservices architecture, Central is an AI-powered solution that simplifies IT operations, improves agility, and reduces costs by unifying management of all network infrastructure."
- HPE Aruba Central | HPE United Kingdom - Hewlett Packard Enterprise: "Simplify how you provision, configure, and maintain networks by orchestrating all operations from a cloud-native dashboard. Aruba Central is your single point of visibility and control to oversee every aspect of wired and wireless LANs, WANs, and VPNs across campus, branch, remote, and data center locations."

**NEW QUESTION 4**

What is one of the advantages of selling HPE GreenLake for Aruba NaaS Service Packs?

- A. They are the only HPE GreenLake for Aruba solutions that include Customer Experience Management at no extra cost.
- B. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
- C. They simplify the process of designing and selling network-as-a-service solutions to customers.
- D. They enable you to customize network as-a-service solutions as needed to meet customer requirements.

**Answer: C**

**Explanation:**

HPE GreenLake for Aruba NaaS Service Packs are pre-defined bundles of HPE Aruba Networking solutions that can be consumed as a service with HPE GreenLake for Networking. They simplify the process of designing and selling network-as-a-service solutions to customers by providing a standardized and easy-to-quote solution for common use cases, such as hybrid work, connected retail, and hybrid learning<sup>12</sup>.

References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking | HPE Aruba Networking<sup>2</sup>: HPE GreenLake for Aruba networking – NaaS Service Packs - PSNow

**NEW QUESTION 5**

You suspect that the HPE Aruba Networking network management solution might resonate with a customer. What is one good way to open the conversation?

- A. Access an Aruba AP Web UI and demonstrate configuring a wireless LAN (WLAN).
- B. Assess how well the customer understands the wireless technologies currently in use.
- C. Point out the differences between HPE Aruba's, Cisco's, and Juniper's management approach one by one.
- D. Ask about how much visibility the customer currently has into the network.

**Answer:** D

**Explanation:**

HPE Aruba Networking network management solution is a cloud-based platform that provides AI-powered insights, automation, and security for wired, wireless, and SD-WAN networks<sup>1</sup>. A good way to open the conversation is to ask the customer about their current network visibility, such as how they monitor network performance, troubleshoot issues, and optimize user experience. This can help to identify their pain points and show how HPE Aruba Networking network management solution can address them.

**NEW QUESTION 6**

Which customer challenge indicates a good opportunity for selling HPE Aruba Networking EdgeConnect solutions?

- A. The customer needs more WAN bandwidth but finds it cost-prohibitive to expand bandwidth on the company's current leased lines.
- B. The customer needs to simplify troubleshooting for the HPE Aruba Networking infrastructure devices already deployed at the main office.
- C. The customer needs to simplify by deploying a consistent switching platform across the campus and data center.
- D. The customer has no IT staff and needs a simple mobility solution for the company's single small site.

**Answer:** A

**Explanation:**

HPE Aruba Networking EdgeConnect solutions enable customers to leverage multiple WAN transport options, such as broadband internet, 4G/5G/LTE, and MPLS, to optimize bandwidth, performance, and cost. EdgeConnect solutions also provide dynamic path control, which automatically steers traffic to the best available path based on business intent policies and real-time network conditions. This way, customers can increase WAN bandwidth without increasing costs or complexity.

References:

•Selling HPE Aruba Networking Solutions, Rev.23.11, page 16: "EdgeConnect SD-WAN platform enables customers to use any combination of WAN transport technologies without compromising network or application performance. It supports MPLS, 4G/5G/LTE, and internet-based hybrid WAN data paths and a control plane that is automated and secured by Aruba Orchestrator management software to provide policy-based virtual network segmentation and acceleration of on-premise and SaaS cloud applications."

•Aruba EdgeConnect SD-WAN | HPE Aruba Networking: "Aruba EdgeConnect SD-WAN | HPE Aruba Networking Home / Products / SD-WAN / EdgeConnect EdgeConnect SD- WAN The EdgeConnect SD

**NEW QUESTION 7**

What approach does Aruba Edge Service Platform (ESP) take towards IT operations?

- A. It applies machine learning to large data sets to identify issues and recommend fixes or optimizations automatically.
- B. It simplifies management by taking a one-size-fits all approach in which most settings are non-customizable.
- C. It relies on expert IT admins who work in specialized teams to manage their segment of the Aruba network.
- D. It uses a distributed analytics approach in which operators gain visibility into local issues.

**Answer:** A

**Explanation:**

Aruba ESP (Edge Services Platform) is a cloud-native platform that leverages artificial intelligence for IT operations (AIOps) to simplify and improve network operations across all edges. It uses machine learning to analyze data from various sources, such as network devices, users, applications, and security events, to provide insights, recommendations, and automation for network optimization and troubleshooting.

References:

•Selling HPE Aruba Networking Solutions, Rev.23.11, page 15: "Aruba Central with AIOps provides AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications."

•Introducing Aruba ESP: "Aruba ESP (Edge Services Platform) is the industry's first cloud- native platform designed to automate, unify, and secure the Edge — using AI to spot and fix problems before they impact your business."

•What is Aruba Edge Services Platform (ESP)? - Comport: "How Does Aruba ESP Work? Aruba ESP has the capability to analyze unstructured data that users, devices and applications provide across all of a network's domains. This data is then used to curate contextual information about identity, location, applications in use and security posture to become hyper-aware of a network's operations."

**NEW QUESTION 8**

What is one impact of Internet of Things (IoT) on customer environments?

- A. IoT consistently shifts network traffic away from the wireless network and towards the wired network.
- B. IoT helps customers minimize their vulnerability to attacks at the edge.
- C. IoT increases the number of devices that edge networks must accommodate.
- D. IoT decreases network utilization at the edge and increases utilization in the cloud.

**Answer:** C

**Explanation:**

Internet of Things (IoT) is the term used to describe the network of physical objects that are embedded with sensors, actuators, and connectivity to exchange data with other devices and systems over the internet. IoT devices can range from smart home appliances, wearable devices, industrial machines, vehicles, and more. IoT has a significant impact on customer environments, as it increases the number of devices that edge networks must accommodate, manage, and secure. Edge networks are the networks that connect users and devices to the core network and the cloud. As IoT devices proliferate, edge networks face challenges such as scalability, performance, reliability, security, and visibility.

**References:**

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: "Internet of Things (IoT) is the term used to describe the network of physical objects that are embedded with sensors, actuators, and connectivity to exchange data with other devices and systems over the internet."
- Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: "Edge networks are the networks that connect users and devices to the core network and the cloud. They include campus, branch, remote, data center, and IoT networks."
- Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: "As IoT devices proliferate, edge networks face challenges such as scalability, performance, reliability, security, and visibility."
- What is IoT: The Internet of Things explained | McKinsey: "IoT uses a variety of technologies to connect the digital and physical worlds. Physical objects are embedded with sensors—which can monitor things like temperature or motion, or really any change in environment—and actuators—which receive signals from sensors and then do something in response to those changes."
- How Is the Internet of Things Changing Our Lives?: "The Internet of Things (IoT) is changing our lives in many ways. It is transforming how we work, play, learn, and communicate. It is also creating new opportunities and challenges for businesses, governments, and society."

**NEW QUESTION 9**

Which customer need does HPE Aruba Networking EdgeConnect Mobile address?

- A. Enabling users to run demanding video conferencing applications over wireless connections at the corporate main office
- B. Enabling employees to connect to the corporate network from mobile devices and work from anywhere, including public locations
- C. Enabling secure connectivity between small branches and both the Internet and the corporate data center
- D. Enabling Zero Trust Security for wireless users accessing cloud applications from mid- sized branches

**Answer: B**

**Explanation:**

HPE Aruba Networking EdgeConnect Mobile is a secure SD-WAN solution that extends the benefits of HPE Aruba Networking EdgeConnect to mobile users and devices. It enables employees to connect to the corporate network from their smartphones, tablets, or laptops, and work from anywhere, including public locations such as airports, hotels, or coffee shops<sup>1</sup>. It also provides consistent security, performance, and quality of experience for cloud and SaaS applications<sup>2</sup>.

References: 1: Aruba EdgeConnect Mobile | HPE Aruba Networking2: HPE ARUBA NETWORKING EDGECONNECT MOBILE - DATASHEET

**NEW QUESTION 10**

A customer states, " We've recently deployed a lot of "smart" wireless devices for building automation, and our current network isn't reliable enough for them." What should you conclude?

- A. You might have a good opportunity to sell HPE Aruba Networking Wi-Fi 6 or 6E and Aruba Central solutions to this customer.
- B. You should advise this customer to wait until Wi-Fi 7 is released to upgrade their network.
- C. You might have a good opportunity to sell HPE Aruba Networking Central to this customer, but probably not HPE Aruba Networking APs or switches.
- D. You should advise this customer to move the "smart" devices to Ethernet connections and deploy HPE Aruba Networking switches.

**Answer: A**

**Explanation:**

HPE Aruba Networking Wi-Fi 6 or 6E solutions are designed to provide fast, reliable, and secure wireless connectivity for smart devices and IoT applications. They support high- density environments, multi-gigabit speeds, and advanced features such as OFDMA and TWT<sup>12</sup>. HPE Aruba Networking Central is a cloud-based network management platform that simplifies and automates the deployment, configuration, and monitoring of wireless, wired, and SD-WAN networks<sup>3</sup>. It also provides AI-powered insights, automation, and security for the entire network<sup>3</sup>.

References: 1: Network Switches for Enterprise | HPE Aruba Networking2: Technical guide to Wi-Fi 6E and the 6 GHz band - Aruba3: Aruba Central for Cloud-managed networking | HPE Aruba Networking

**NEW QUESTION 10**

You are discussing a network upgrade with a mid-sized customer. The customer is worried about future-proofing the network. What should you explain about HPE Aruba Networking ESP?

- A. The customer will need to replace APs to migrate from a mid-sized to an enterprise architecture; however, HPE Aruba Networking offers buy-back incentives.
- B. HPE Aruba Networking makes it easy for customers to obtain enterprise-level features on existing switches; the customers must simply purchase Enterprise licenses.
- C. The customer can easily expand from a mid-sized to an enterprise deployment using the same HPE Aruba Networking Central management platform.
- D. HPE Aruba Networking can guarantee the customer access to future Wi-Fi standards through software upgrades rather than hardware upgrades.

**Answer: C**

**Explanation:**

HPE Aruba Networking ESP (Edge Services Platform) is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all network domains. It is designed to scale from small to large deployments, and to support customers' evolving business needs and technologies. HPE Aruba Networking Central is the single pane of glass for managing Aruba ESP, and it provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services. Customers can use the same HPE Aruba Networking Central platform to manage their network regardless of the size, complexity, or location of their network.

**References:**

- Selling HPE Aruba Networking Solutions, Rev.23.11, page 12: "Aruba ESP is a cloud- native platform that unifies infrastructure, security, policies, and AI-powered management across all network domains. It is designed to scale from small to large deployments, and to support customers' evolving business needs and technologies."
- Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: "Aruba Central is the cloud- native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services."
- Aruba ESP (Edge Services Platform) | HPE Aruba Networking: "Aruba ESP (Edge Services Platform) | HPE Aruba Networking Home / Solutions / Aruba ESP



Connect and secure your edges with a single unified platform HPE Aruba Networking Edge Services Platform (ESP) is a network architecture that unifies infrastructure, security, policies, and AI-powered management across all your edges. Read the solution brief Challenges Benefits How it works Customers Resources Apply consistent security policies across your network From highly confidential to top secret environments, ESP delivers secure connectivity from edge to cloud, leveraging Zero Trust and SASE security. Global policy orchestration, granular visibility, and device profiling ensure Zero Trust Unified SASE (SD- WAN & SSE) capabilities optimize QoS, routing, and traffic inspection Awarded various Common Criteria, FIPS-140 and FedRAMP certifications 150+ third party security integrations (i.e., FW, SSE, UEM, SIEM) Get the eBook Harness the potential of your Edge locations Advance the priorities of your business today and tomorrow with a network architecture that is: Unified AI-powered IT Secure Agile Exploring the ROI of Cloud- managed Networking with Aruba Central IT teams face higher levels of network complexity due to work-from-home initiatives, more IoT devices, and new cloud applications. Networks are becoming harder to troubleshoot, while the use of siloed management tools inhibits IT agility and increases risk of errors or downtime. Explore the infographic Read the blog Powering Hybrid Work in 2023 Explore Leesman data-driven insights into optimizing modern work and workplaces. Learn why hybrid work is here to stay, how office space investments are changing, and what IT infrastructure and operations are increasingly agile to keep pace with a dynamic workplace environment. Read the eBook Get the full report HPE (Aruba) is again named a Leader in the 2022 Gartner® Magic Quadrant™ for Enterprise Wired and WLAN Infrastructure For the 17 th consecutive time, HPE (Aruba) has been named a Leader in the 2022 Gartner® Magic Quadrant™ for Enterprise Wired and Wireless LAN Infrastructure. Get the report Edge transformation in action Convert your edge data into new business outcomes HPE Aruba Networking ESP is a cloud-native architecture built for the Intelligent Edge. Hover over the numbers to learn how each element helps you gain deeper insights into the potential of your Edge data. Related resources Aruba ESP and IoT Aruba ESP can help you accelerate digital transformation, with a future-proof hyper-aware network that combines IT and IoT on a single platform. Watch the video Network as a Service enables flexible consumption of secure and agile enterprise networks As an IDC analyst paper sponsored by Aruba, this paper provides insights into NaaS today based on a survey of over 1000 North American IT and networking professionals and their plans around the implementation and usage of NaaS. Read the whitepaper A network that's always protected, everywhere Aruba ESP increases protection levels while simplifying operations by applying the principles of Edge-to-cloud security, featuring a built-in foundation for Zero Trust and SASE frameworks."

**NEW QUESTION 11**

An organization has adopted a hybrid work model and is concerned about security. Which distinguishing value of HPE Aruba Networking ESP should you emphasize?

- A. HPE Aruba Networking ESP relays all user traffic through the HPE Aruba Networking cloud to filter and secure the traffic.
- B. HPE Aruba Networking ESP makes it easy to enforce consistent role-based policies whether users connect from home, while traveling, or at an office.
- C. HPE Aruba Networking ESP takes an Internet perimeter-focused approach to security, which is ideal for organizations with remote workers
- D. HPE Aruba Networking ESP empowers admins to define manual security policies based on criteria such as switch port and SSID.

**Answer: B**

**Explanation:**

HPE Aruba Networking ESP is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all your edges<sup>1</sup>. One of its distinguishing values is that it enables Zero Trust security, which applies consistent role-based policies to users and devices regardless of where they connect from<sup>2</sup>. This ensures that only authorized and authenticated users and devices can access the network and its resources. References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking<sup>2</sup>: A network that's always protected, everywhere | HPE Aruba Networking

**NEW QUESTION 16**

A senior IT manager tells you that she wants IT staff members to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking ESP deliver the senior IT manager's desired outcome?

- A. HPE Aruba User Experience Insight (UXI) helps IT to determine why data center applications are not performing as well as they should be.
- B. HPE Aruba Networking Edge-to-Cloud solutions rely on AI to automate the onboarding of devices.
- C. HPE Aruba Networking Central with AIOps accelerates IT troubleshooting by providing insights and recommendations that help remedy issues.
- D. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

**Answer: C**

**Explanation:**

HPE Aruba Networking Central with AIOps is a cloud-native network management platform that leverages artificial intelligence to provide insights, automation, and security for wired, wireless, and SD-WAN networks<sup>1</sup>. It helps IT staff to spend less time troubleshooting issues by using data-driven analytics, root cause analysis, and proactive remediation<sup>2</sup>. It also simplifies network troubleshooting with intuitive dashboards, action commands, and intelligent network insights<sup>3,4</sup>. References: 1: HPE Aruba Central | HPE Aruba Networking<sup>2</sup>: AIOps for IT efficiency | HPE Aruba Networking<sup>3</sup>: Simplifying Network Troubleshooting | HPE Aruba Networking<sup>4</sup>: Optimize CX switch performance using HPE Aruba Networking Central

**NEW QUESTION 19**

How does selling HPE GreenLake for Aruba solutions benefit Channel selling partners?

- A. They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.
- B. They can sell HPE Aruba Networking ESP solutions not available as traditional purchases.
- C. They can convert their existing customers to lease agreements to extend the customer engagement.
- D. They can add another source of income by increasing their annual recurring revenue.

**Answer: D**

**Explanation:**

HPE GreenLake for Aruba is a network-as-a-service (NaaS) solution that enables customers to consume HPE Aruba Networking solutions as a service with HPE GreenLake for Networking. It provides customers with the flexibility, scalability, and security of a cloud- like experience, while reducing capital expenditures and operational costs<sup>1</sup>. For channel selling partners, HPE GreenLake for Aruba benefits them by providing them with a new source of income by increasing their annual recurring revenue, as well as unlocking new revenue and margin opportunities by offering value-added services to their customers<sup>2,3</sup>. References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking<sup>2</sup>: HPE GreenLake for Aruba partner benefits<sup>3</sup>: Hewlett Packard Enterprise introduces channel programs and new HPE GreenLake cloud services to help partners deliver the cloud experience everywhere

**NEW QUESTION 20**

Which customer requirement would HPE Aruba Networking Central with AIOps address?

- A. The customer needs to implement role-based security across the wired and wireless networks.
- B. The customer wants to develop sophisticated maps for location-based services.
- C. The customer's IT team is understaffed or underqualified to troubleshoot and optimize the network.
- D. The customer wants to allow users to access applications remotely.

**Answer:** C

**Explanation:**

HPE Aruba Networking Central with AIOps is a cloud-based networking solution that empowers IT with AI-powered insights, intuitive visualizations, workflow automation, and edge-to-cloud security to manage campus, branch, remote, data center, and IoT networks from one dashboard<sup>1</sup>. It can address the customer requirement of having an efficient and effective IT team by simplifying network operations, reducing manual tasks, providing proactive remediation, and optimizing network performance<sup>2</sup>.

References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking<sup>2</sup>: AIOps for IT efficiency | HPE Aruba Networking

**NEW QUESTION 21**

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