

# DUMPS ARENA

## Selling Aruba Products and Solutions

HP HPE2-W02

Version Demo

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**QUESTION NO: 1**

A customer is concerned about the performance of the company's wireless network. What two Aruba features would you emphasize in your discussions with this customer? (Select two.)

- A. Web Content Classification
- B. AirMatch
- C. Deep packet inspection
- D. Dynamic segmentation
- E. RFProtect

**ANSWER: B D****QUESTION NO: 2**

You are meeting a new customer and think they might benefit from an Aruba mobile engagement strategy.

What is one question you can ask to help qualify the customer?

- A. "How many of your employees are working remotely on a regular basis?"
- B. "Do you think your employees would be happier if they didn't have to engage directly with customers?"
- C. "How could a mobile app help you find innovate ways to increase customer satisfaction scores?"
- D. "How much money are you willing to dedicate to transforming your mobile platform?"

**ANSWER: C****QUESTION NO: 3**

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 is designed for varied expertise levels, with wizards and easy drill-downs.
- B. Central integrates with third-party backup solutions such as Veeam to provide a single solution for all branch needs.
- C. Central offers Zero-Touch Provisioning (ZTP) for streamlined deployment with no on-site expertise.

- D. Central has the same user interface as Cisco Prime, so it is easy for customers to migrate from Cisco.
- E. Central automatically configures clustering on managed controllers, simplifying the implementation of high availability.

**ANSWER: A C**

#### QUESTION NO: 4

As customers deploy more Internet of Things (IoT) devices, what is one implication for potential Aruba customers?

- A. Continuous monitoring and NAC cannot detect IoT devices because they do not appear like mobile and BYOD devices on network management software.
- B. Most IoT devices introduce vulnerabilities because they don't utilize any standard set of security defenses.
- C. IoT devices require special management software because they use different wireless standards than the standards that most wireless devices are built for.
- D. IoT devices require cloud management and data storage, so customers need to have a hybrid infrastructure in place.

**ANSWER: B**

#### QUESTION NO: 5

What business benefit does Aruba AirMatch provide?

- A. better load balancing and availability for controllers
- B. enhanced user experience in dense environments
- C. simpler troubleshooting with AP and client tracking
- D. better security through matching policies on wireless and wired

**ANSWER: B**

**Explanation:**

Reference: <https://h20195.www2.hp.com/V2/getpdf.aspx/c05279008.pdf?ver=2>

#### QUESTION NO: 6

What is an advantage of the Aruba Software Platform? (Select two.)

- A. It makes the underlying infrastructure smarter, helping to deliver contextual experiences for end users and line-of-business teams.

- B. It uses proprietary technologies that prevent third-party integration, providing more sales opportunities for Aruba.
- C. It embeds the ArubaOS-CX Network Analytics Engine (NAE) into all wired and wireless infrastructure to improve security.
- D. It is the industry's first WLAN software platform that offers exclusive cloud deployment so that customers have a single simple choice.
- E. It is programmable, with an API-first design that helps to encourage automation and integration.

**ANSWER: C D**

#### **QUESTION NO: 7**

Which two customer characteristics should lead you to position Aruba AirWave over Aruba Central? (Select two.)

- A. The customer has a multivendor network.
- B. The customer wants a CAPEX model with on-premises management.
- C. The customer wants to move to an OPEX model and access the management platform from anywhere.
- D. The customer is interested in guest Wi-Fi management, presence analytics, or managed services.
- E. The customer has limited IT resources in each of many branch offices.

**ANSWER: A B**

#### **QUESTION NO: 8**

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

- A. They want to shift away from cloud solutions.
- 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 trust in the network, knowing that it will ensure productivity and security.
- E. They want to move to a CAPEX model to increase line-of-business budgets.

**ANSWER: B D**

#### **QUESTION NO: 9**

You are selling an Aruba wireless solution to a healthcare organization. The customer now mentions these additional pain points:

- Nurses and other staff are wasting time searching for equipment.
- Staff doesn't know when wheelchairs are left in other departments.

Based on these specific pain points, what additional solution should you recommend?

- A. Aruba Central
- B. Aruba Meridian and beacons
- C. Aruba asset tracking tags
- D. Aruba Analytics Location Engine (ALE)

**ANSWER: C**

**Explanation:**

Reference: [https://www.arubanetworks.com/assets/so/SO\\_AssetTracking.pdf](https://www.arubanetworks.com/assets/so/SO_AssetTracking.pdf)

#### **QUESTION NO: 10**

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

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

**ANSWER: D**