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HP HPE2-W07

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QUESTION NO: 1

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: A E**Explanation:**

[The Aruba Software Platform is a next-generation, cloud-native architecture that enables you to accelerate digital business transformation through automated network management, Edge-to-cloud security, and predictive AI-powered insights1. It is programmable, with an API-first design that helps to encourage automation and integration1. It does not use proprietary technologies that prevent third-party integration1, nor does it embed the ArubaOS-CX Network Analytics Engine \(NAE\) into all wired and wireless infrastructure23, nor does it offer exclusive cloud deployment1.](#)

QUESTION NO: 2

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

Explanation:

Two of the most important values that IT executives consider when making purchasing decisions are:

- They want efficiency to do more with fewer resources. IT executives are under pressure to reduce costs while delivering more value to their organizations. They look for solutions that can optimize network performance, simplify management, automate tasks, and integrate with existing systems.
- They want trust in the network, knowing that it will ensure productivity and security. IT executives need to ensure that their networks can support the increasing demands of digital transformation, such as mobility, cloud, IoT, etc. They look for solutions that can provide reliable connectivity, high availability, scalability, resiliency, compliance, and protection against cyber threats.

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

Explanation:

[Aruba Central offers two benefits that you should explain to a customer who has many branch offices with limited staff of IT generalists: Central is designed for varied expertise levels, with wizards and easy drill-downs³, and Central offers Zero-Touch Provisioning \(ZTP\) for streamlined deployment with no on-site expertise³. Central is a cloud-based platform that provides unified management, visibility, and analytics for Aruba wired and wireless networks³. Central allows users to easily configure devices, monitor network health and performance, troubleshoot issues, generate reports, and apply policies across multiple sites³. ZTP is a feature that enables devices to automatically download their configuration from Central when they connect to the network for the first time³.](#)

QUESTION NO: 4

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

- A. The public cloud

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

ANSWER: D

Explanation:

According to Statista¹, [the total amount of data created, captured, copied, and consumed globally is forecast to increase rapidly, reaching 64.2 zettabytes in 2020 and more than 180 zettabytes in 2025](#)². However, this does not tell us where the majority of data will be generated by 2022.

[According to IDC](#)³, a leading market research firm, the majority of data will be generated at the edge by 2022. The edge refers to the devices and locations that are closest to the data sources and users, such as sensors, cameras, smartphones, laptops, etc. [IDC predicts that by 2026, more than half of all data will be created and processed outside centralized cloud data centers](#)³.

QUESTION NO: 5

How does Zero Trust Security differ from outdated security practices?

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

ANSWER: D

Explanation:

Zero Trust Security differs from outdated security practices by focusing on protecting resources as opposed to network segments. [Zero Trust Security assumes that no user, device, or application can be trusted by default and requires continuous verification of identity and context before granting access to resources](#)². [Outdated security practices rely on perimeter-based defenses that assume everything inside the network is safe and everything outside is unsafe](#)³.

QUESTION NO: 6

What is a key fact that is preventing companies from moving their workloads to the edge?

- A. [IT](#) is concerned about the security implications of moving workloads to the edge
- B. An increasing number of IoT devices are connected to the network and require cloud connections

- C. IT leaders don't understand the value of moving workloads to the edge
- D. Not enough data being generated at the edge and moving data from the data center is expensive

ANSWER: A

Explanation:

IT is concerned about the security implications of moving workloads to the edge because it exposes more data and devices to potential threats. According to a survey by IDC and Lumen Technologies, 72% of IT leaders cited security as their top challenge for edge computing.

QUESTION NO: 7

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

Explanation:

The two Aruba features that you should emphasize in your discussions with this customer are AirMatch and Dynamic segmentation. [AirMatch is a feature that optimizes network performance by quickly adapting to system-wide RF conditions using AI machine learning principles¹². It automates RF optimization across the entire network by adjusting channel, bandwidth and transmit power settings³⁴. Dynamic segmentation is a feature that simplifies network access and security by dynamically enforcing policies based on user roles, device types and applications⁵.](#) It enables consistent policy enforcement across wired and wireless networks by tunneling traffic from access switches to mobility controllers.

QUESTION NO: 8

Answer: BA common challenge that customers face when using MPLS for their WAN is that MPLS links create an inefficient flow for cloud applications. MPLS links are dedicated circuits that connect branch offices to data centers through service providers' networks. They provide high reliability and performance but are expensive and inflexible. They also require backhauling traffic from branches to data centers before reaching cloud applications, which adds latency and complexity.

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

- A. Aruba focuses on pre-packaged service packages, rather than custom solutions, to simplify the delivery process.

- 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 solutions such as budget-optimized service and competes primarily on price.
- D. Aruba has defined technologies for networking as a service (NAAS) and has more mature offerings than competitors

ANSWER: D

Explanation:

<https://www.arubanetworks.com/solutions/naas/>

QUESTION NO: 9

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

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

ANSWER: A

Explanation:

[A characteristic that could make a Virtual Mobility Controller \(VMC\), as opposed to a hardware controller, a good solution for a customer is need for flexibility in moves and changes3. VMC is a software-based controller that runs on x86 virtualized servers3. VMC provides more flexibility than hardware controllers because it can be easily deployed, moved, or scaled up or down according to changing network demands3.](#)

QUESTION NO: 10

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

Explanation:

Two customer characteristics that should lead you to position Aruba AirWave over Aruba Central are:

- The customer has a multivendor network.
- The customer wants a CAPEX model with on-premises management.

These characteristics indicate that your customer values granular control over their heterogeneous network infrastructure and prefers to own and operate their own management platform without recurring subscription fees.

Aruba AirWave is an on-premises network management solution that supports multivendor wired and wireless networks, provides comprehensive visibility and control over network performance, and uses perpetual licenses based on device count. Aruba Central is a cloud-based network management solution that supports primarily Aruba wired and wireless networks, provides simplified operations and automation, and uses subscription licenses based on device type and term length.