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**QUESTION 1**

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 switches and APs can integrate with third-party SEIM solutions to simplify management.
- B. Aruba AirWave is specifically designed as a management tool for SMB customers such as this.
- C. Aruba Mobility Master (MM) can manage the Instant APs and simplify deployment.
- D. Aruba Central provides simple cloud-based management and Zero Touch Provisioning (ZTP).

Correct Answer: D

QUESTION 2

Your customer uses Aruba Central and ClearPass in their Aruba-powered campus network. The company is rapidly deploying branches and the CIO wants to ensure enterprise scalability for these networks without having to spend extra money on management.

Which aspect of the Aruba Branch Gateway should you emphasize for this customer?

- A. smart rate ports for future-proofing
- B. routing through the data center for better security
- C. machine learning and AI-powered security assurance
- D. single policy enforcement point at branches

Correct Answer: D

QUESTION 3

You want to purpose an Aruba switching opportunity with a customer.

What is a good question for opening the discussion?

- A. What are your plans to expand and secure your network?
- B. How do your users feel about Internet of Things (IoT) devices?
- C. Is your wired network ready to support location-based services?
- D. How much energy do your current network devices consume?

Correct Answer: A

**QUESTION 4**

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. The same Aruba APs can be deployed in controllerless Instant mode and then later changed to controlled mode.
- B. Aruba offers a buy-back program for controllerless Instant APs, making it cost effective to later deploy controlled APs.
- C. There is no difference in features and capabilities between a controllerless and controller-based Aruba solution.
- D. Aruba uses a cloud subscription-based licensing model for controllerless APs, and these licenses can be upgraded to controller licenses.

Correct Answer: B

QUESTION 5

Which challenge does the increase of digital learning environments present to primary schools?

- A. Schools are not deploying enough wired and wireless IoT devices for the digital learning environments to succeed.
- B. Schools often have too large of an IT department, which can result in a network that is too mismanaged and siloed to meet performance requirements.
- C. Schools lack the budget to obtain a reliable wired and wireless network that can handle the increase in devices and connectivity needs.
- D. Schools have focused primarily on cloud solutions for the past decade, so switching back to an onprem infrastructure seems daunting.

Correct Answer: C

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