



# HPE2-W07<sup>Q&As</sup>

Selling Aruba Products and Solutions

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**QUESTION 1**

You are proposing an aruba instant on solution to a customer who owns a hotel. The hotel does not provide wiring in all areas. Which aruba instant ON feature should you emphasize to meet this need?

- A. Air slice
- B. OWE
- C. Smart Mesh
- D. Wi-Fi 6

Correct Answer: B

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**QUESTION 2**

What is one way that industry analysts recognize Aruba's leadership in the industry?

- A. Gartner awarded Aruba the number two spot in five out of six use cases in its 2018 Critical Capabilities for Wired and Wireless LAN Access Infrastructure report.
- B. Industry analyst CRN recognizes Aruba primarily for its wireless expertise.
- C. Industry analysts have praised Aruba for its multiple wired and wireless architectures.
- D. Gartner has given Aruba the title of market leader in the wireless or wired and wireless LAN Access Magic Quadrant for more than 12 years in a row.

Correct Answer: A

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**QUESTION 3**

What is one challenge for business that adopts cloud solutions?

- A. Cloud is less reliable than on-premises infrastructure because data is stored in a central location.
- B. Cloud increases security vulnerabilities, with employees accessing resources off- premises and using shadow IT.
- C. Customers must increase their IT management resources because cloud adds complexity to the network infrastructure.
- D. Customers must make a large capital investment when they initially adopt a public cloud solution.

Correct Answer: B

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**QUESTION 4**

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. Dynamic Segmentation
- B. Air Pass
- C. Smart Rate
- D. Zero Touch Provisioning

Correct Answer: B

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#### QUESTION 5

What is one way that an Aruba SD-WAN solution transforms a company's WAN?

- A. It requires all traffic to pass through security appliances in the data center before exiting to the Internet.
- B. It enables the company to use a mix of MPLS, Internet, and LIE uplinks to connect branches to the data center.
- C. It replaces expensive appliances for providing WAN uplinks with WAN software that runs on Aruba CX switches.
- D. It increases specialization for branch equipment, so that a single appliance is no longer expected to handle security and connectivity.

Correct Answer: B

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