



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

Selling Aruba Products and Solutions

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**QUESTION 1**

What is a key Aruba SD-Branch differentiator against many competitors?

- A. Aruba offers the only branch solution that is targeted specifically for small businesses
- B. Aruba SD-Branch offers all of the benefits of Aruba ESP (Edge Services Platform) in the branch.
- C. Aruba SD-Branch is a highly specialized solution that is focused exclusively on WAN connectivity and optimization
- D. Aruba has the largest market presence for SD-WAN and is the only Leader recognized by Gartner.

Correct Answer: C

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**QUESTION 2**

You are discussing Aruba Zero Trust Security with a customer. The customer says that their company already has security solutions, such as a Palo Alto firewall and Intrusion Prevention System (IPS). The customer asks why the company needs Aruba too.

What should you respond?

- A. Aruba Zero Trust Security solutions protect the customer at the campus perimeter, while the Palo Alto solutions are focused on protecting the data center.
- B. Aruba Zero Trust Security is purely a software solution unlike Palo Alto firewalls. This makes the Aruba solutions more flexible, cloud-ready, and cost-effective.
- C. Aruba Zero Trust Security solutions are the best in the industry. The customer will not need the Palo Alto firewall and IPS any more, which will save the customer a great deal of money in the long run.
- D. Aruba Zero Trust Security solutions can integrate with the Palo Alto solutions, provide them more context, and also give them more power to block compromised devices at the connection point.

Correct Answer: A

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**QUESTION 3**

For which customer are HPE Office Connect OC20 APs the right solution?

- A. a university that needs to provide home wireless services and VPN access for faculty
- B. a medium business with 570 employees that needs a simple cloud-managed wireless solution
- C. a small business with 46 employees and the need for simple plug-and-play Wi-Fi
- D. a retailer that needs to support a large number of small branch sites

Correct Answer: C

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#### QUESTION 4

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)

Correct Answer: C

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#### QUESTION 5

Which preference can help to qualify a customer for an Aruba as-a-Service solution?

- A. Preference for relatively long network refresh Intervals
- B. Preference for commodity hardware
- C. Preference for In-house network management
- D. Preference for the newest technology

Correct Answer: A

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