



# HPE2-W02<sup>Q&As</sup>

Selling Aruba Products and Solutions

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### QUESTION 1

What is one trend that is driving customers toward new network management solutions?

- A. Customers require more expertise and specialization from their IT staff
- B. Savings in other area have freed up IT budget for network management
- C. Customers increasingly demand that IT responds to business needs
- D. IT organizations are becoming more segmented and isolated

Correct Answer: C

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### QUESTION 2

Which statement indicates that a customer could be a good fit for an Aruba location-based solution?

- A. "Our apps are a big part of our businesses, but our production rate is starting to slow down as we hire new developers that just are not familiar with our development tools."
- B. "We are a large business with lots of remote offices. We need to ensure all the network services that we provide in our main campus are available in these other locations as well."
- C. "We have many different branch sites, and we need an easier way to apply consistent and appropriate security policies to employees and users at every location across our network."
- D. "We often launch marketing campaigns in different areas of our stores, but we don't have a way to determine how successful these promotions are and if they draw in customers."

Correct Answer: D

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### QUESTION 3

A customer needs a network infrastructure upgrade.

Which characteristic should you use as the primary deciding factor between proposing HPE OfficeConnect or Aruba solutions?

- A. whether the customer requires 802.11ac
- B. the company vertical
- C. the company size and number of users
- D. whether the customer requires wired or wireless access

Correct Answer: C

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#### QUESTION 4

How does Presence Analytics add value to the Aruba Central solution?

- A. It measures device dwell time and frequency of users at a given location to provide insights into customer engagements
- B. It uses Aruba beacons to provide location-based services, such as Blue Dot wayfinding, to increase customer satisfaction
- C. It uses machine learning analytics to identify network issues before they cause issues for users
- D. It provides complete visibility into the health of the network and end-user experience to reduce help desk tickets

Correct Answer: A

Reference: <https://dustinweb.azureedge.net/media/360891/aruba-central-device-management-token-1year.pdf>

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#### QUESTION 5

A small customer has a tight budget but needs 10 GbE uplinks.

Which HPE OfficeConnect switch should you suggest?

- A. HPE OfficeConnect 1620 switch
- B. HPE OfficeConnect 1820 switch
- C. HPE OfficeConnect 1850 switch
- D. HPE OfficeConnect 1405 switch

Correct Answer: C

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#### QUESTION 6

How does Aruba's unique history give an advantage to the company?

- A. Aruba's vision of building from the core out comes from the company's start as a switch and router manufacturer
- B. Born in the mobile, cloud, IoT era, Aruba can help customers build a secure, intelligent network from the edge in
- C. Aruba has made a number of key acquisitions that have enabled it to develop five separate architectures for customers
- D. Because Aruba began developing consumer-based products, its low-cost model for standalone wireless equipment makes it ideal for SMBs

Correct Answer: D

Reference: [https://en.wikipedia.org/wiki/Aruba\\_Networks](https://en.wikipedia.org/wiki/Aruba_Networks)

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**QUESTION 7**

Which aspect of the Aruba 360 Secure Fabric uses machine learning to detect attacks and malicious behavior on the inside of the network?

- A. Aruba IntroSpect
- B. Aruba Mobility Master
- C. Aruba ClearPass
- D. Aruba VisualRF

Correct Answer: A

Reference: [https://www.arubanetworks.com/assets/wp/WP\\_360SecureFabric.pdf](https://www.arubanetworks.com/assets/wp/WP_360SecureFabric.pdf)

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**QUESTION 8**

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.

Correct Answer: AC

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**QUESTION 9**

A customer has many branch offices and is expanding. The customer wants a simpler way to deploy wired networking equipment. What should you emphasize about ArubaOS-Switches?

- A. NetEdit enables automation of the switch configuration from a centralized management console
- B. Aruba Network Analytics Engine enables IT to sync configuration settings on all ArubaOS-Switches across the network
- C. Zero Touch Provisioning (ZTP) enables plug-and-play deployment of switches by non-IT experts
- D. Virtual Switch Extension (VSX) allows IT staff to add up to 10 switches to a virtual stack

Correct Answer: D

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Reference: <https://siliconangle.com/2019/10/22/hpe-aruba-adopts-single-architecture-campus-wideswitching/>

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### QUESTION 10

Through qualifying questions, you have determined that your customer is struggling with visibility into what is on the network.

What is one advantage of Aruba ClearPass that you should emphasize to this customer?

- A. Aruba ClearPass protects the perimeter with a role-based and application-aware firewall that ensures the security of all user traffic from malicious attacks.
- B. Aruba ClearPass pins down performance issues with unmatched benchmarking and Wi-Fi Performance Scores
- C. Aruba ClearPass ties every user and device to an IP address and assigns it an Entity360 Risk Score to assess its threat level
- D. Aruba ClearPass profiles and fingerprints all devices and shows device OS version, MAC address and manufacturer information

Correct Answer: A

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### QUESTION 11

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

- A. Customers are less likely to be interested in cloud applications as they turn their attention to the network edge.
- B. Customers are more likely to want a CAPEX model for network infrastructure to offset operating costs for IoT.
- C. Customers are more interested in proprietary end-to-end solutions than in solutions with multi-vendor support.
- D. Customers are increasingly interested in network access control (NAC) and continuous monitoring for anomalies.

Correct Answer: A

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### QUESTION 12

What is one feature that distinguishes the Aruba switching portfolio from top competitors?

- A. Aruba switches have the largest market share of any wired network vendor.
- B. Aruba switches have the best warranty and no hidden costs for software licensing.
- C. Aruba switches support better segmentation between the wired and wireless network.
- D. Aruba switches support on-prem management rather than higher cost cloud-based management.

Correct Answer: B

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**QUESTION 13**

You have proposed Aruba 8400 switches as core switches for a customer. The customer is very concerned about the network always being on and has indicated that no maintenance window is permitted even for a core switch software upgrade. What feature of this switch should you explain?

- A. Backplane stacking
- B. Network Analytics Engine (NAE)
- C. Virtual Switching Extension (VSX)
- D. ArubaOS-CX Python-based APIs

Correct Answer: C

Reference: [https://www.arubanetworks.com/assets/ds/DS\\_8400Series.pdf](https://www.arubanetworks.com/assets/ds/DS_8400Series.pdf)

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**QUESTION 14**

A large entertainment venue needs a location-based solution to enhance the guest experience, and you have recommended Aruba Meridian and beacons. What is one benefit of Meridian that you should emphasize?

- A. It integrates with Aruba ClearPass to track users' location and log suspicious activity, this improves the security of the venue and protects the customer's assets.
- B. It provides proactive testing of the performance of the guest user network, which ensures that guests have a good experience and are satisfied.
- C. It has built-in Bluetooth-based analytics, which give the customer more insight into how guests are using the space and interacting with the venue's mobile app.
- D. It delivers wayfinding services based on GPS. Because GPS is the best option for large indoor environments, guests have a better experience.

Correct Answer: C

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**QUESTION 15**

You have already determined that a customer has a distributed enterprise. Which question will help qualify the customer for the Aruba SD-Branch solution?

- A. Do you use a SIEM today, and is it satisfying your needs for scalability and attack detection?
- B. Have you considered using MPLS to reduce costs?
- C. How do you access cloud services, and what issues are you seeing with your current router?
- D. Which branches experience the smallest and highest traffic loads?

Correct Answer: D

Reference: <https://www.arubanetworks.com/solutions/sd-branch/>

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