HPE2-E68^{Q&As}

Introduction to Selling HPE Solutions

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QUESTION 1

A customer is interested in purchasing some Aruba Instant APs for a new wireless infrastructure but wants to know how they are controlled. Which statement is true about the control process?

A. The Aruba Instant APs require Aruba Central to control them.

B. The first AP installed becomes the master and provides controller functions.

C. The Aruba Instant APs require Aruba AirWvave to control them.

D. The customer purchases a special master AP. which provides controller functions.

Correct Answer: A

QUESTION 2

Which statement is true regarding the Aruba Mobile First platform?

A. It is the only SDN-based platform on the market today.

B. it is ranked the number one platform for virtual networking.

C. It is a cloud-based solution for SMBs looking for more agile solutions.

D. It encompasses both wireless and wired solutions.

Correct Answer: A

QUESTION 3

A customer want a wireless solution that is easy to deploy and expand. Which Aruba instant AP benefit should you explain?

A. The APs are ready to become discovered and controlled by an Aruba controller out of the box.

B. The APs support OpenStack and automatic provisioning through HPE Helion cloud solutions.

C. The customer only needs to configure one AP; other APs automatically take their configuration from it.

D. The Aps integrate with HPE OneView, which provides automatic provisioning from them.

Correct Answer: B

QUESTION 4

An SMB customer wants to purchase a tower server for each remote office in the company. Which server model meets this requirement?

A. HPE ProLiant BL660c

B. HPE ProLiant ML 110

C. HPE ProLiant SL4540

D. HPE ProLiant DL 180

Correct Answer: C

QUESTION 5

How do UC applications tend to affect customer networks?

A. They introduce the need for dedicated firewall appliances connected to each edge switch.

B. They increase traffic at the network edge and increase speed requirements.

C. They increase the amount of latency that network devices can tolerate.

D. They make the types of traffic that flow through the network more uniform.

Correct Answer: A

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