



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

Selling Aruba Products and Solutions

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### QUESTION 1

You want to begin qualifying a customer for Aruba IntroSpect.

Which topic can you introduce to begin the conversation?

- A. how much insight IT staff have into the root causes behind performance issues
- B. whether the customer uses SEIM and is overwhelmed with alerts
- C. whether the customer has detected rogue Aps in the environment
- D. how the customer would like to define access policies for wireless users

Correct Answer: A

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### QUESTION 2

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 3

You want to determine if a customer is a good prospect to an Aruba Meridian and beacon solution.

What is one topic that you should discuss?

- A. how much time IT staff members spend performing basic troubleshooting and whether this interferes with their ability to innovate
- B. how IT prioritizes unified management and integrating wired and wireless access
- C. how concerned the customer is about ensuring that only authorized employees can access the wireless network
- D. how the company is seeking to improve customer satisfaction scores and the role of mobile apps in their strategy.

Correct Answer: D

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#### QUESTION 4

Your customer emphasizes the need to simplify network operations.

What is one reason for recommending Aruba 5400R zl2 switches for the customer's campus network?

- A. Virtual Switching Framework (VSF) allows customers to combine 5400R switches into a single virtual switch which simplifies management tasks and provides more resilient connectivity.
- B. Traditional stacking enables network administrators to manage up to 10 5400R switches from a single GUI.
- C. Backplane stacking enables multiple 5400R switches to function as a single logical switch, using dedicated modules and stacking cables to integrate the switches.
- D. Virtual Switching Extension (VSX) provides redundancy for management modules on the 5400R switches, with seamless failover.

Correct Answer: A

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#### QUESTION 5

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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