



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

Selling Aruba Products and Solutions

## Pass HP HPE2-W02 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.passapply.com/hpe2-w02.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by HP Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





### QUESTION 1

A small customer compares switches based on price, but also has some advanced needs. You want the customer to understand why HPE OfficeConnect 1950 switches are the best solution for the company.

How would you sell the value of the HPE OfficeConnect 1950 Switch to this customer?

- A. This switch provides basic connectivity, plug-and-play simplicity, and security for an attractive price point.
- B. This switch is optimized for small businesses that need high performance and advanced features such high-speed uplinks and stacking.
- C. This switch is an unmanaged switch for remote offices that need entry-level features such high-speed uplinks and staking.
- D. This switch provides plug-and-play deployment for customers who require up to 100 GbE uplinks and advanced features such as dynamic segmentation.

Correct Answer: B

Reference: <https://buy.hpe.com/b2c/us/en/networking/switches/fixed-port-web-managed-ethernetswitches/1800-switch-products/hpe-officeconnect-1950-switch-series/p/7399488>

---

### QUESTION 2

What is one business benefit of Virtual Switching Extension (VSX)?

- A. It helps to optimize ArubaOS switches to connect to servers in a highly virtualized data center environment.
- B. It enables companies to extend services consistently across sites through the use of VPN tunnels between ArubaOS switches.
- C. It enables companies to apply consistent policies on wireless users and wired users connected to ArubaOS switches.
- D. It helps to reduce downtime for a network core of ArubaOS switches, while also providing a simple architecture.

Correct Answer: A

### QUESTION 3

You are proposing an Aruba wired and wireless solution to a customer. After a discussion about Aruba ClearPass and IntroSpect, a member of the security team asks about security measures that go beyond software solutions. What is one advantage of Aruba Secure Infrastructure that you should emphasize to this technical influencer?

- A. Silicon root of trust creates a digital fingerprint in the silicon of ArubaOS switches to ensure they will never boot with compromised hardware.
- B. Connectivity Health collects and compiles information about switch configuration, protocol, and system state and uses machine learning to compare this information to baseline figures.



C. An Aruba infrastructure reduces the likelihood traffic can be intercepted with centralized encryption and deep packet inspection.

D. Aruba controlled APs maintain a distributed policy engine that defines who and what devices can connect to which data, infrastructure, and applications.

Correct Answer: C

---

#### QUESTION 4

Which of Aruba's guiding principles lets customers know that Aruba will prioritize their needs at every stage?

A. A "better than cloud" approach helps customers move away from expensive cloud to a network that was specifically designed for an on-prem deployment.

B. A "wired-first" approach lets customers know that Aruba is prepared for where the market is headed, due to the inherent insecurity of wireless devices.

C. An "IT knows best" approach means that Aruba emphasizes that it has the deep and mature technologies that customers need and that those technologies come with complexities.

D. A "customer first, customer last" approach means Aruba is committed to customer success at every stage, from product innovation and development to sales and support.

Correct Answer: D

---

#### QUESTION 5

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

---

[HPE2-W02 PDF Dumps](#)

[HPE2-W02 Exam Questions](#)

[HPE2-W02 Braindumps](#)