



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

Selling Aruba Products and Solutions

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### QUESTION 1

Your customer uses Aruba Central and ClearPass in their Aruba-powered campus network. The company is rapidly deploying branches and the CIO wants to ensure enterprise scalability for these networks without having to spend extra money on management.

Which aspect of the Aruba Branch Gateway should you emphasize for this customer?

- A. smart rate ports for future-proofing
- B. routing through the data center for better security
- C. machine learning and AI-powered security assurance
- D. single policy enforcement point at branches

Correct Answer: D

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### QUESTION 2

You want to propose an Aruba switching opportunity with a customer.

What is a good question for opening the discussion?

- A. What are your plans to expand and secure your network?
- B. How do your users feel about Internet of Things (IoT) devices?
- C. Is your wired network ready to support location-based services?
- D. How much energy do your current network devices consume?

Correct Answer: A

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### QUESTION 3

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>

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#### QUESTION 4

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 5

What are two of the most important values that IT executives consider when making purchasing decisions (Select two.)

- A. They want to shift away from cloud solutions.
- B. They want to efficiency to do more with fewer resources.
- C. They want to segregate core functions in the data center so they can manage silos more efficiently.
- D. They want trust in the network, knowing that it will ensure productivity and security.
- E. They want to move to a CAPEX model to increase line-of-business budgets.

Correct Answer: BD

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