



# HPE2-W07<sup>Q&As</sup>

Selling Aruba Products and Solutions

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#### QUESTION 1

What is one key competitive advantage of Aruba AirWave over Cisco Prime?

- A. Aruba AirWave is cloud based, while Cisco Prime only offers on-premises management.
- B. Aruba AirWave integrates network access control, while Cisco Prime does not.
- C. Cisco Prime only supports Cisco, while Aruba AirWave offers multi-vendor support.
- D. Cisco Prime only offers single-server deployments, while Aruba offers larger deployments.

Correct Answer: C

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#### QUESTION 2

What distinguishes Aruba's as-a-service solutions from other vendors' solutions-as-a-service?

- A. Aruba focuses on pre-packaged service packages, rather than custom solutions, to simplify the delivery process.
- B. Aruba came to the market as a service later, which allows it to offer more modern solutions, instead of those built with legacy technology.
- C. Aruba focuses on solutions such as budget-optimized service and competes primarily on price.
- D. Aruba has defined technologies for networking as a service (NAAS) and has more mature offerings than competitors

Correct Answer: A

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#### QUESTION 3

What is one benefit of the Aruba Instant On mobile app for partners?

- A. The app integrates with Aruba Central, which allows customers to win more sales by emphasizing Central's AIOPs benefits
- B. The app provides remote management, so that partners can easily offer management services for multiple Instant On customers.
- C. The app provides simplified proposal and quoting tools, designed to help partners close Instant On sales more quickly.
- D. The app opens another revenue stream for partners because customers must purchase licenses to use it.

Correct Answer: A

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#### QUESTION 4

Which two customer characteristics should lead you to position Aruba AirWave over Aruba Central? (Select two.)



- A. The customer has a multivendor network.
- B. The customer wants a CAPEX model with on-premises management.
- C. The customer wants to move to an OPEX model and access the management platform from anywhere.
- D. The customer is interested in guest Wi-Fi management, presence analytics, or managed services.
- E. The customer has limited IT resources in each of many branch offices.

Correct Answer: AB

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#### QUESTION 5

Which Aruba solution works with Aruba AI Insight to automata troubleshooting workflows and reduce the troubleshooting time?

- A. Aruba Device Insight
- B. Aruba
- C. Aruba Security Exchange 360
- D. Aruba Search

Correct Answer: C

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