



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

Selling Aruba Products and Solutions

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### QUESTION 1

For which use case should you recommend Aruba User Experience Insight (UXI)?

- A. hotel/convention center needs to ensure consistent high quality for its mobile services.
- B. A hospital needs to gain greater visibility into threats on user devices in order to protect sensitive information
- C. An airport wants to apply different access control policies to different types of users and devices.
- D. A corporation wants to increase its visibility into the IoT and smart devices connected to the network.

Correct Answer: A

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### QUESTION 2

What is one way that an Aruba SD-WAN solution transforms a company's WAN?

- A. It requires all traffic to pass through security appliances in the data center before exiting to the Internet.
- B. It enables the company to use a mix of MPLS, Internet, and LIE uplinks to connect branches to the data center.
- C. It replaces expensive appliances for providing WAN uplinks with WAN software that runs on Aruba CX switches.
- D. It increases specialization for branch equipment, so that a single appliance is no longer expected to handle security and connectivity.

Correct Answer: B

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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 as high-speed uplinks and stacking.
- C. This switch is an unmanaged switch for remote offices that need entry-level features such as high-speed uplinks and stacking.
- 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

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#### QUESTION 4

You are discussing Aruba Zero Trust Security with a customer. The customer says that their company already has security solutions, such as a Palo Alto firewall and Intrusion Prevention System (IPS). The customer asks why the company needs Aruba too.

What should you respond?

- A. Aruba Zero Trust Security solutions protect the customer at the campus perimeter, while the Palo Alto solutions are focused on protecting the data center.
- B. Aruba Zero Trust Security is purely a software solution unlike Palo Alto firewalls. This makes the Aruba solutions more flexible, cloud-ready, and cost-effective.
- C. Aruba Zero Trust Security solutions are the best in the industry. The customer will not need the Palo Alto firewall and IPS any more, which will save the customer a great deal of money in the long run.
- D. Aruba Zero Trust Security solutions can integrate with the Palo Alto solutions, provide them more context, and also give them more power to block compromised devices at the connection point.

Correct Answer: A

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#### QUESTION 5

What is a business benefit of Aruba Unified Infrastructure?

- A. It enables customers to converge management of data center servers, storage, and networking within Aruba Central.
- B. It enables customers to apply the benefits of AIOps and Zero Trust Security across wired, wireless, WAN, and 5G networks.
- C. It enables customers to secure and automate their wired, wireless, and WAN networks without the need for solutions like Aruba Central and ClearPass.
- D. It enables customers to create a wired and wireless network that is inherently trustworthy regardless of what devices connect to it.

Correct Answer: C

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