



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

Selling Aruba Products and Solutions

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### QUESTION 1

What is a common challenge that customers face when using MPLS for their WAN?

- A. MPLS links, while cost-effective, do not provide dedicated bandwidth
- B. MPLS links create an inefficient flow for cloud applications
- C. MPLS Links can only go straight to the internet and cannot connect directly to the data center
- D. MPLS links are less secure than broadband-based links

Correct Answer: C

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### QUESTION 2

Which customer statement indicates that you have an ideal opportunity for selling an Aruba mobile engagement solution?

- A. "Airports are known for being a hassle, but we want to change this. We would like to give travelers a way to find parking, navigate to their gate on a map, and find deals."
- B. "We want to use technology to accelerate student learning, but to achieve this we need a network that gives priority handling to collaboration and multi-media apps."
- C. "We are a fast paced game design company, but developers have been complaining about unresponsive applications, and we think that a slow network is to blame."
- D. "Our business is ever-expanding and we have added so many new mobile devices and so much wireless equipment that our admins cannot keep track of them. We need a way to simplify management."

Correct Answer: B

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### QUESTION 3

What is one distinguishing feature of Aruba NetInsight and User-centric Service Assurance?

- A. They help improve customer engagement by providing a customizable Wi-Fi portal.
- B. They help to analyze customer usage patterns over a certain period of time so that companies can improve marketing campaign success.
- C. They help IT to simplify policy enforcement by enhancing visibility, authentication and authorization.
- D. They help deliver a better user experience with in-depth network analytics to assess user, device, and application connectivity.

Correct Answer: D

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**QUESTION 4**

You are proposing Aruba ESP unified Infrastructure and zero Trust Security solutions to a customer. You have discovered that the customer wants to implement Bring Your Own Device (BYOD). What benefit of aruba solutions should you discuss?

- A. Aruba provides specialized gateways to handle only BYOD device traffic
- B. The onboard aruba Clearpass provides a self-service portal that allows users to easily provision their devices for secure authentication.
- C. The aruba Clearpass security Exchange allows a wide range of mobile devices from multiple vendors to authenticate to the aruba network
- D. Aruba offers an SDK to help customers configure the user's personal devices to operate at a higher level of security

Correct Answer: D

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**QUESTION 5**

A customer wants to deploy components of Aruba ESP (Edge Services Platform) but does not have the resources to Implement all components of Aruba ESP at once. Which attribute should they start with?

- A. Analyzing and acting on network insights from Aruba AIOps
- B. Protecting the network with Aruba Zero Trust Security
- C. Connecting their people and devices at the edge with Aruba Unified Infrastructure
- D. Creating customized user experiences with Aruba Meridian

Correct Answer: C

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