



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

Selling Aruba Products and Solutions

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### QUESTION 1

You have proposed Aruba 8400 switches as core switches for a customer. The customer is very concerned about the network always being on and has indicated that no maintenance window is permitted even for a core switch software upgrade. What feature of this switch should you explain?

- A. Backplane stacking
- B. Network Analytics Engine (NAE)
- C. Virtual Switching Extension (VSX)
- D. ArubaOS-CX Python-based APIs

Correct Answer: C

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### QUESTION 2

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

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### QUESTION 3

What is a Aruba role in selling Aruba as-a Service solution?

- A. Partners can resell Aruba NaaS solutions, but can only sell Aruba software as a subscription, not a SaaS solution.
- B. Partners cannot resell Aruba SaaS or NaaS solutions, but they do receive referral fees for directing customers to them.
- C. Partners can resell Aruba SaaS solutions, but can only sol NaaS solution with their own branding .
- D. Partners can resell both Aruba SaaS solutions and Aruba NaaS solutions. or offer their own branded NaaS solutions

Correct Answer: A

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**QUESTION 4**

Which statement accurately describes a current mobile technology trend?

- A. According to surveys, well over half of smartphone owners keep location services on to receive directions and recommendations.
- B. In customer satisfaction surveys, the majority of mobile users report dissatisfaction with the speeds available on smartphones.
- C. A majority of mobile users hide their device location due to growing concerns over security and personal safety.
- D. Although mobile searchers are rising, website traffic from traditional desktops still significantly outpaces mobile traffic.

Correct Answer: A

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**QUESTION 5**

You are proposing an Aruba ESP (Edge Services Platform) solution for a customer's campus. The solution includes a Unified Infrastructure with Aruba APs, Aruba gateways, and Aruba CX switches.

The customer asks about the protection that the solution will provide for real-time and mission-critical applications.

What is one key point that you should make?

- A. Aruba Central can be deployed as an active-standby cluster at the customer's site to protect applications from downtime.
- B. Active/active clustering in gateways and Virtual Switching Extension (VSX) in Aruba CX switches protect these applications from downtime.
- C. The customer only needs to be concerned about gateway redundancy, and redundant gateways protect traffic with active-standby operation.
- D. Air Slice in Aruba APs and Aruba CX switches provide end-to-end protection for these applications.

Correct Answer: C

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