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QUESTION 1

How do Aruba solutions help higher education customers meet the growing demand for an always-on network that supports students' mobile lifestyles?

- A. Aruba security removes the need for network access controls and time-consuming onboarding processes by applying the same security policies to every user and device.
- B. With Aruba, administrators can establish certain locations as specialized zones where students can go to get the fastest bandwidth anywhere on campus.
- C. Using Aruba tools, admins can create easy-to-use, template-based quizzes that take up less bandwidth than other quiz software and can be downloaded to use offline.
- D. Aruba delivers uninterrupted high-speed connectivity in any location, even across roams, and enables self-service network onboarding for student devices.

Correct Answer: D

QUESTION 2

Your customer wants to implement wired Internet of Things (IoT) devices, but is concerned about security. Which feature of an Aruba wireless solution ensures that this IoT traffic is inspected by a firewall?

- A. RF Protect
- B. Location services
- C. Dynamic segmentation
- D. Smart Rate Ports

Correct Answer: C

Reference: https://www.arubanetworks.com/assets/so/SO_ClearPass.pdf (2)

QUESTION 3

A customer currently has Cisco networking equipment, but you have made progress in convincing the customer that an Aruba solution will better suit their needs for their upgrade. However, the customer still has some reservations about changing vendors and plans to migrate gradually.

What is one selling point of Aruba solutions for this customer?

- A. Aruba AirWave is multi-vendor, so it can manage both legacy Cisco products and Aruba products together.
- B. An Aruba Mobility Master (MM) can discover and monitor third-party products such as the legacy Cisco products.
- C. Aruba controllers support dynamic segmentation, which enables them to integrate with switches such as Cisco switches.



D. Aruba Foundation Care offers financial services to make it more economically feasible for the customer to migrate to Aruba.

Correct Answer: A

QUESTION 4

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

QUESTION 5

Which statement indicates that a customer could be a good fit for an Aruba location-based solution?

- A. "Our apps are a big part of our businesses, but our production rate is starting to slow down as we hire new developers that just are not familiar with our development tools."
- B. "We are a large business with lots of remote offices. We need to ensure all the network services that we provide in our main campus are available in these other locations as well."
- C. "We have many different branch sites, and we need an easier way to apply consistent and appropriate security policies to employees and users at every location across our network."
- D. "We often launch marketing campaigns in different areas of our stores, but we don't have a way to determine how successful these promotions are and if they draw in customers."

Correct Answer: D

QUESTION 6

You are selling an Aruba wireless solution to a healthcare organization. The customer now mentions these additional pain points:

Nurses and other staff are wasting time searching for equipment. Staff doesn't know when wheelchairs are left in other departments.

Based on these specific pain points, what additional solution should you recommend?

- A. Aruba Central
- B. Aruba Meridian and beacons



- C. Aruba asset tracking tags
- D. Aruba Analytics Location Engine (ALE)

Correct Answer: C

Reference: https://www.arubanetworks.com/assets/so/SO_AssetTracking.pdf

QUESTION 7

For which customer are HPE Office Connect OC20 APs the right solution?

- A. a university that needs to provide home wireless services and VPN access for faculty
- B. a medium business with 570 employees that needs a simple cloud-managed wireless solution
- C. a small business with 46 employees and the need for simple plug-and-play Wi-Fi
- D. a retailer that needs to support a large number of small branch sites

Correct Answer: C

Reference: <https://www.hpe.com/sg/en/product-catalog/networking/networking-wireless/pip.hpeofficeconnect-oc20-802dot11ac-series-access-points.1010099011.html>

QUESTION 8

You need to qualify a customer for an Aruba wireless solution.

What is one question that you should ask to start qualifying the customer?

- A. What types of applications and workloads are experiencing issues?
- B. Are you ready to drop your wired network and go all wireless?
- C. How much budget do you have allocated for IoT and other initiatives?
- D. How much in-house expertise do you have in 802.11ac and 802.1ax solutions?

Correct Answer: A

QUESTION 9

Which Aruba solution uses Bluetooth Low Energy to precisely track the location of mobile users through their mobile devices?

- A. Aruba Asset Tags
- B. Aruba APs in Air Monitor (AM) mode
- C. Aruba Beacons



D. Aruba APs in Spectrum Monitor (SM) mode

Correct Answer: C

Reference: <https://www.hostingadvice.com/blog/aruba-enhances-engagement-through-beacontechnology/>

QUESTION 10

What is one way Aruba solutions help healthcare companies support BYOD and BioMed initiatives?

- A. Aruba Meridian regulates patient access and applies access controls that prevent patients from monopolizing bandwidth and interfering with more important traffic.
- B. Aruba Client Match maximizes performance in a dense environment with many different types of devices, enabling staff to communicate and access records more quickly.
- C. Aruba ClearPass automatically downloads software on every patient device to constantly track each asset's location, even if it leaves the premises.
- D. Aruba IntroSpect strictly enforces HIPPA regulations by only making records available to healthcare providers if the patient provides his or her password.

Correct Answer: B

QUESTION 11

You want to begin qualifying a customer for Aruba IntroSpect.

Which topic can you introduce to begin the conversation?

- A. how much insight IT staff have into the root causes behind performance issues
- B. whether the customer uses SEIM and is overwhelmed with alerts
- C. whether the customer has detected rogue Aps in the environment
- D. how the customer would like to define access policies for wireless users

Correct Answer: A

QUESTION 12

What correctly describes the addressable market for SD-WAN and the opportunity that it presents?

- A. While the SD-WAN market experienced rapid growth over the past 5 years, the market is now slowing down and experiencing a small reduction in growth.
- B. While the SD-WAN market is much smaller than the campus switching and WLAN market in absolute value, the SD-WAN market is growing more rapidly.
- C. The SD-WAN market is experiencing slow growth at rates comparable to the campus and switching market as a



whole, and it should peak in the next 5 years.

D. The SD-WAN market is experiencing very rapid growth and will overtake the campus switching and WLAN markets in absolute value within the next 2 years.

Correct Answer: A

QUESTION 13

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

QUESTION 14

What is one trend that is driving customers toward new network management solutions?

A. Customers require more expertise and specialization from their IT staff

B. Savings in other area have freed up IT budget for network management

C. Customers increasingly demand that IT responds to business needs

D. IT organizations are becoming more segmented and isolated

Correct Answer: C

QUESTION 15

What is one way that industry analysts recognize Aruba's leadership in the industry?

A. Gartner awarded Aruba the number two spot in five out of six use cases in its 2018 Critical Capabilities for Wired and Wireless LAN Access Infrastructure report.

B. Industry analyst CRN recognizes Aruba primarily for its wireless expertise.

C. Industry analysts have praised Aruba for its multiple wired and wireless architectures.

D. Gartner has given Aruba the title of market leader in the wireless or wired and wireless LAN Access Magic Quadrant



for more than 12 years in a row.

Correct Answer: A

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