



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

Selling Aruba Products and Solutions

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### QUESTION 1

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

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### QUESTION 2

A mid-sized customer is having trouble deciding between in a controllerless Aruba solution and a controller-based one. What can you explain to the customer about how Aruba protects the company's investment?

- A. The same Aruba APs can be deployed in controllerless Instant mode and then later changed to controlled mode.
- B. Aruba offers a buy-back program for controllerless Instant APs, making it cost effective to later deploy controlled APs.
- C. There is no difference in features and capabilities between a controllerless and controller-based Aruba solution.
- D. Aruba uses a cloud subscription-based licensing model for controllerless APs, and these licenses can be upgraded to controller licenses.

Correct Answer: B

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### QUESTION 3

What is one differentiator that makes Aruba the best choice for AIOps?

- A. Aruba AIOps extracts insights from a very large data set collected from over 65,000 customers of all sizes and 1 million network devices and growing.
- B. Aruba has data scientists with 5 years of experience, and Aruba has 5 years of proven domain expertise.
- C. Aruba AIOps operates on a battery-powered hardware device that is less expensive to purchase than competitive offerings.
- D. Aruba is the only vendor that offers cloud-delivered machine learning insights.



Correct Answer: B

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#### QUESTION 4

A retailer has large stores that have Inconsistent 5G coverage, which leads to complaints from customers. The retailer wants a simple way to give customers the 5G experience. Which Aruba feature should you emphasize to address these goals?

- A. Dynamic Segmentation
- B. Air Pass
- C. Smart Rate
- D. Zero Touch Provisioning

Correct Answer: B

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#### QUESTION 5

You are discussing Aruba data center networking solutions with a customer who is looking for ways to help IT keep up with new applications and line of business (LOB) requests.

What should you explain about Aruba solutions?

- A. Aruba Network Analytics Engine (NAE) transforms Aruba CX switches into an agile, software-defined fabric
- B. Aruba Fabric Composer (AFC) helps IT program connectivity for workloads on demand.
- C. Aruba ClearPass helps IT to increase agility for the data network from the edge to the core.
- D. Aruba Central reduces provisioning time by integrating storage, compute, and networking management.

Correct Answer: B

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#### QUESTION 6

What is one indication that a customer could be a good candidate for an Aruba wireless solution?

- A. The customer is a company of about 60 employees and wants a simple plug-and-play solution.
- B. The customer recently upgrade their wired network to a third-party vendor's equipment.
- C. The customer wants to ensure better segmentation of the wired network from the wireless one.
- D. The customer has another vendor's wireless solution and experiences dropped calls in their UCC solution that negatively affects productivity.

Correct Answer: D

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### QUESTION 7

Which correctly describes trends in SMB spending on IT?

- A. Very few SMBs consider security when making IT budgetary decisions; they tend to focus on performance to the exclusion of all else.
- B. SMB IT spending tends to take longer to recover after a downturn when compared to overall IT spending.
- C. A majority of SMBs are planning to delay upgrades and instead allocate their budget to improving management.
- D. Despite economic downturns, a majority of SMBs are planning to replace IT infrastructure.

Correct Answer: C

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### QUESTION 8

You are meeting with a current Aruba customer to discuss upgrading their campus network infrastructure. What is a topic you should discuss to discover an opportunity to sell Aruba ESP Unified Infrastructure?

- A. The detailed mechanics behind WI-FI 6 and WI-FI protected Access (WPA) technologies
- B. The reasons why customers need more management tools than ever before
- C. Reasons why the campus network is more complicated than the datacenter network
- D. The experience users currently have with Wi-Fi and their general network

Correct Answer: C

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### QUESTION 9

What is one challenge distributed enterprises face with traditional branch architecture?

- A. A traditional branch architecture unifies security policies centrally, which frustrates local IT staff what do not understand the policies.
- B. A traditional branch architecture does not support a WAN established over MPLS, which is the most cost-effective choice for most customers.
- C. Traditional branches do not have enough separate hardware devices for customers to meet performance requirements.
- D. In a traditional architecture, all branch traffic has to be routed through the datacenter to get the Internet or the cloud.

Correct Answer: D

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### QUESTION 10

What distinguishes an Aruba Software-as-a-Service (SaaS) solution from a simple subscription-based solution?



- A. The SaaS solution provides a pay-per-use model for the customer's network infrastructure devices.
- B. The SaaS solution requires that the software be deployed in the cloud.
- C. With the SaaS solution, Aruba handles all deployment and maintenance for network infrastructure devices.
- D. With the SaaS solution. Aruba handles maintaining and updating the software.

Correct Answer: C

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#### QUESTION 11

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 12

What is one benefit to you, as an Aruba Partner, of selling Aruba switches, as well as Aruba APs?

- A. This approach will help you to stay focused on selling network Infrastructure hardware without being distracted by trying to attach software cross-sells or as-a-Service deals.
- B. You can pursue more deals, as the wired total addressable market (TAM) is larger than the wireless one.
- C. You can help the customer simplify the architecture and save money, as Aruba switches provide many of the same features as Aruba gateways.
- D. This approach is the only way that you can pursue mobility opportunities for customers with Cisco switches, as Aruba APs are incompatible with Cisco switches.

Correct Answer: C

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#### QUESTION 13

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

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#### QUESTION 14

A customer has many branch offices with limited staff of IT generalists.

The customer requires simplified deployment and operations, and you have proposed an Aruba Central solution.

Which two benefits of Aruba Central should you explain? (Select two.)

- A. Central is designed for varied expertise levels, with wizards and easy drill-downs.
- B. Central integrates with third-party backup solutions such as Veeam to provide a single solution for all branch needs.
- C. Central offers Zero-Touch Provisioning (ZTP) for streamlined deployment with no on-site expertise.
- D. Central has the same user interface as Cisco Prime, so it is easy for customers to migrate from Cisco.
- E. Central automatically configures clustering on managed controllers, simplifying the implementation of high availability.

Correct Answer: AC

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#### QUESTION 15

Your customer emphasizes the need to simplify network operations.

What is one reason for recommending Aruba 5400R zl2 switches for the customer's campus network?

- A. Virtual Switching Framework (VSF) allows customers to combine 5400R switches into a single virtual switch which simplifies management tasks and provides more resilient connectivity.
- B. Traditional stacking enables network administrators to manage up to 10 5400R switches from a single GUI.
- C. Backplane stacking enables multiple 5400R switches to function as a single logical switch, using dedicated modules and stacking cables to integrate the switches.
- D. Virtual Switching Extension (VSX) provides redundancy for management modules on the 5400R switches, with seamless failover.

Correct Answer: A