Vendor: HP

Exam Code: HPE2-W11

Exam Name: Selling HPE Aruba Networking Solutions

Version: DEMO

QUESTION 1
You are discussing a network upgrade with a mid-sized customer. The customer is worried about future-proofing the network. What should you explain about HPE Aruba Networking ESP?

A. The customer will need to replace APs to migrate from a mid-sized to an enterprise architecture; however, HPE Aruba Networking offers buy-back incentives.
B. HPE Aruba Networking makes it easy for customers to obtain enterprise-level features on existing switches; the customers must simply purchase Enterprise licenses.
C. The customer can easily expand from a mid-sized to an enterprise deployment using the same HPE Aruba Networking Central management platform.
D. HPE Aruba Networking can guarantee the customer access to future Wi-Fi standards through software upgrades rather than hardware upgrades.

Answer: C
Explanation:
HPE Aruba Networking ESP (Edge Services Platform) is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all network domains. It is designed to scale from small to large deployments, and to support customers' evolving business needs and technologies. HPE Aruba Networking Central is the single pane of glass for managing Aruba ESP, and it provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services. Customers can use the same HPE Aruba Networking Central platform to manage their network regardless of the size, complexity, or location of their network.

QUESTION 2
Based on recent trends, which common challenge can HPE Aruba Networking help customers overcome?

A. Struggles in optimizing overprovisioned networks for a lower-edge device load.
B. Difficulties making employees understand that it is impossible to access applications securely from home.
C. Difficulties providing secure, consistent connectivity for remote workers.
D. Struggles in accommodating the shift of data away from the edge to the main corporate data center.

Answer: C
Explanation:
HPE Aruba Networking helps customers overcome the challenges of enabling hybrid work, where employees need to access applications securely from home or anywhere. HPE Aruba Networking offers solutions such as Remote Access Points, Virtual Intranet Access, and EdgeConnect SD-WAN that provide seamless, reliable, and secure connectivity for remote workers.

QUESTION 3
What distinguishes HPE Aruba Networking EdgeConnect Enterprise from HPE Aruba Networking EdgeConnect SD-Branch?

A. HPE Aruba Networking EdgeConnect Enterprise integrates more fully with HPE Aruba Networking wired and zero-trust security solutions.
B. HPE Aruba Networking EdgeConnect Enterprise embeds support for remote workers while HPE Aruba Networking EdgeConnect SD-Branch does not.
C. HPE Aruba Networking EdgeConnect Enterprise offers the most advanced SD-WAN features, dynamically adapting to business needs.

D. HPE Aruba Networking EdgeConnect Enterprise consolidates more forms of connectivity because it supports LTE.

Answer: C
Explanation:
HPE Aruba Networking EdgeConnect Enterprise is designed for cloud-first organizations that need a secure network foundation for Zero Trust and SASE. It provides a first-class SD-WAN paired with a next-generation firewall, delivering unmatched quality of experience and advanced security. HPE Aruba Networking EdgeConnect SD-Branch, on the other hand, is a simplified solution for the software-defined branch, encompassing each element within a branch--WAN, WLAN, wired, and security.

QUESTION 4
You want to determine if a business decision-maker might be interested in HPE Aruba Networking Central with AIOps. What is a good topic to discuss?

A. The cost to the business when network issues interfere with user productivity
B. The benefits of better aligning the data center IT operations team with the development team
C. The security benefits of applying intelligent access policies that follow users and devices
D. The difference between machine learning and other forms of artificial intelligence (AI)

Answer: A
Explanation:
HPE Aruba Networking Central with AIOps is a cloud-native network management platform that leverages artificial intelligence to provide insights, automation, and security for wired, wireless, and SD-WAN networks. A good topic to discuss with a business decision-maker is how HPE Aruba Networking Central with AIOps can help reduce the cost of network downtime, improve user experience, and optimize network performance.

QUESTION 5
An organization has adopted a hybrid work model and is concerned about security. Which distinguishing value of HPE Aruba Networking ESP should you emphasize?

A. HPE Aruba Networking ESP relays all user traffic through the HPE Aruba Networking cloud to filter and secure the traffic.
B. HPE Aruba Networking ESP makes it easy to enforce consistent role-based policies whether users connect from home, while traveling, or at an office.
C. HPE Aruba Networking ESP takes an Internet perimeter-focused approach to security, which is ideal for organizations with remote workers
D. HPE Aruba Networking ESP empowers admins to define manual security policies based on criteria such as switch port and SSID.

Answer: B
Explanation:
HPE Aruba Networking ESP is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all your edges. One of its distinguishing values is that it enables Zero Trust security, which applies consistent role-based policies to users and devices regardless of where they connect from. This ensures that only authorized and authenticated users and devices can access the network and its resources.

QUESTION 6

A senior IT manager tells you that she wants IT staff members to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking ESP deliver the senior IT manager's desired outcome?

A. HPE Aruba User Experience Insight (UXI) helps IT to determine why data center applications are not performing as well as they should be.
B. HPE Aruba Networking Edge-to-Cloud solutions rely on AI to automate the onboarding of devices.
C. HPE Aruba Networking Central with AIOps accelerates IT troubleshooting by providing insights and recommendations that help remedy issues.
D. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

Answer: C
Explanation:
HPE Aruba Networking Central with AIOps is a cloud-native network management platform that leverages artificial intelligence to provide insights, automation, and security for wired, wireless, and SD-WAN networks. It helps IT staff to spend less time troubleshooting issues by using data-driven analytics, root cause analysis, and proactive remediation. It also simplifies network troubleshooting with intuitive dashboards, action commands, and intelligent network insights.

QUESTION 7
What is one way that HPE Aruba Networking ESP (Edge Services Platform) helps customers reduce operational costs?

A. Customers can use HPE Aruba Networking NetEdit to manage multiple wired and wireless devices from a single console.
B. HPE Aruba Networking ESP offloads all network management to common third-party solutions that customers likely already use.
C. AI embedded in HPE Aruba Networking Central helps IT to troubleshoot more quickly and solve issues before they cause larger problems
D. HPE Aruba Networking ESP solutions are plug-and-play and do not require any ongoing management.

Answer: C
Explanation:
HPE Aruba Networking ESP is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all your edges. One of the ways that it helps customers reduce operational costs is by embedding AI in HPE Aruba Networking Central, which is a cloud-based network management solution. HPE Aruba Networking Central with AIOps uses data-driven analytics, root cause analysis, and proactive remediation to help IT troubleshoot issues faster, optimize network performance, and improve user experience.

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