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QUESTION 1

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

QUESTION 2

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

QUESTION 3

What is one challenge for business that adopts cloud solutions?

- A. Cloud is less reliable than on-premises infrastructure because data is stored in a central location.
- B. Cloud increases security vulnerabilities, with employees accessing resources off-premises and using shadow IT.
- C. Customers must increase their IT management resources because cloud adds complexity to the network infrastructure.
- D. Customers must make a large capital investment when they initially adopt a public cloud solution.

Correct Answer: B

QUESTION 4

What is the primary use case for Aruba AirWave 10, as compared with Aruba AirWave 8.x?

- A. to integrate wired management into the platform
- B. to integrate multi-vendor support into the platform
- C. to provide a fuller-featured solution
- D. to provide greater scalability for large networks

Correct Answer: A

QUESTION 5

For which scenario should you position Aruba 303H APs?

- A. a hotel needs to provide 802.11ac wireless
- B. a warehouse environment that reaches heat over 40 degrees C
- C. an airport that needs to provide high-speed guest hot spots
- D. a high-density office environment with cubicles

Correct Answer: A

Reference: https://cc.cnetcontent.com/vcs/hp-ent/inline-content/VL/A/D/AD094658DE5CEE095B1B7DFC143953E5F0ADA844_source.PDF

QUESTION 6

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 7

Which challenge does the increase of digital learning environments present to primary schools?

- A. Schools are not deploying enough wired and wireless IoT devices for the digital learning environments to succeed.

- B. Schools often have too large of an IT department, which can result in a network that is too mismanaged and siloed to meet performance requirements.
- C. Schools lack the budget to obtain a reliable wired and wireless network that can handle the increase in devices and connectivity needs.
- D. Schools have focused primarily on cloud solutions for the past decade, so switching back to an onprem infrastructure seems daunting.

Correct Answer: C

QUESTION 8

A small customer compares switches based on price, but also has some advanced needs. You want the customer to understand why HPE OfficeConnect 1950 switches are the best solution for the company.

How would you sell the value of the HPE OfficeConnect 1950 Switch to this customer?

- A. This switch provides basic connectivity, plug-and-play simplicity, and security for an attractive price point.
- B. This switch is optimized for small businesses that need high performance and advanced features such high-speed uplinks and stacking.
- C. This switch is an unmanaged switch for remote offices that need entry-level features such high-speed uplinks and staking.
- D. This switch provides plug-and-play deployment for customers who require up to 100 GbE uplinks and advanced features such as dynamic segmentation.

Correct Answer: B

Reference: <https://buy.hpe.com/b2c/us/en/networking/switches/fixed-port-web-managed-ethernetswitches/1800-switch-products/hpe-officeconnect-1950-switch-series/p/7399488>

QUESTION 9

A customer wants to know what sets the Aruba 8400 switch apart from competitors. Which feature of the 8400 switch should you emphasize?

- A. The Aruba 8400 switch offers high speed 100GbE interfaces, fabric modules, power supplies, and fans
- B. The Aruba 8400 is the first core switch that offers customers the ability to combine multiple switches into a single logical switch
- C. Zero-Touch Provisioning enables customers to drastically shorten the time it takes to deploy switches
- D. The Network Analytics Engine uses rules-based, real-time monitoring to track issues as they occur and send alerts

Correct Answer: D

Reference: <https://blogs.arubanetworks.com/spectrum/the-8400-a-core-switch-that-makes-every-networkdevice-better/>

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

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 12

You have proposed an Aruba wireless solution to a hospital with very high availability requirements for the wireless network. Which feature of Aruba solutions should you explain provides seamless failover and live upgrades for mobility controllers?

- A. live mobility tracking with Aruba Meridian
- B. connectivity Health in AirWave or Central
- C. clustering with ArubaOS 8.x and above
- D. AirMatch and ClientMatch with Mobility Master (MM)

Correct Answer: C

QUESTION 13

What is one challenge that is pushing customers toward SD-WAN solutions?

- A. need to move to exclusive MPLS for branch connections
- B. lack of control over and visibility into WAN traffic
- C. insufficient security expertise in IT staff at branches
- D. too few products and solutions at the branches across their WAN

Correct Answer: A

Reference: <https://searchnetworking.techtarget.com/feature/SD-WAN-technology-eases-networkoperational-challenges>

QUESTION 14

A customer requires a highly secure network solution, and you have proposed an Aruba controller-based solution and Aruba switches. What is one security benefit that the controllers provide?

- A. They can detect intrusion attempts based on machine learning (ML).
- B. They can create a baseline of normal wireless device behavior and detect anomalies.
- C. They can provide secure SNMPv3-based management for the Aruba switches.
- D. They can apply role-based firewall policies to wireless and wired traffic.

Correct Answer: D

QUESTION 15

A customer needs a network infrastructure upgrade.

Which characteristic should you use as the primary deciding factor between proposing HPE OfficeConnect or Aruba solutions?

- A. whether the customer requires 802.11ac
- B. the company vertical
- C. the company size and number of users
- D. whether the customer requires wired or wireless access

Correct Answer: C