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QUESTION 1

What is one common challenge that Aruba Unified infrastructure solutions can help customers resolve?

- A. Many customers are seeking a larger number of management tools, each specialized for a different network team.
- B. Many customers\' IT staff lack adequate time and expertise to manage and secure the network.
- C. Many customers lack confidence in the Wi-Fi alliance and are looking for wireless solutions that support technologies outside of the 802.11 framework.
- D. Many customers need ways to reduce the number of IoT devices in their network and to replace them with analytics software that serves the same purpose.

Correct Answer: C

QUESTION 2

You are proposing an Aruba Instant On solution to a customer who is also considering Meraki. What key Aruba Instant On advantage should you point out?

- A. Instant On provides a streamlined feature set to reduce TCO, while Ubiquiti builds in too much functionality in the base product, making it too expensive.
- B. Instant On integrates with Aruba ClearPass to deliver Zero Trust Security, while Ubiquiti has limited security features.
- C. Instant On combines advanced features with management simplicity, while Ubiquiti is complex to set up and requires additional components for advanced features.
- D. Instant On solutions can seamlessly grow into Aruba ESP solutions, while Ubiquiti only offers SMB solutions.

Correct Answer: C

QUESTION 3

How Aruba AI Insights Simplifies IT Operations Tasks

- A. IT gains full spectrum visibility and ability to identify and profile the full range of IoT devices and clients
- B. IT no longer has to manually set baselines, causing false positives. Instead, AI Insights establishes dynamic baselines based on the customer\'s network to monitor key metrics
- C. IT has a centralized place to run CLI display commands and package captures, making these tools much more useful
- D. No one else will need to respond onsite to handle cables or network devices without fail. AI Insights will handle these situations automatically

Correct Answer: D

QUESTION 4

Your customer uses Aruba Central and ClearPass in their Aruba-powered campus network. The company is rapidly deploying branches and the CIO wants to ensure enterprise scalability for these networks without having to spend extra money on management.

Which aspect of the Aruba Branch Gateway should you emphasize for this customer?

- A. smart rate ports for future-proofing
- B. routing through the data center for better security
- C. machine learning and AI-powered security assurance
- D. single policy enforcement point at branches

Correct Answer: D

QUESTION 5

What is a primary difference between Aruba 310 and Aruba 340 Series APs?

- A. Aruba 340s support higher density deployments than Aruba 310s.
- B. Aruba 340s support outdoor deployments, and Aruba 310s support indoor ones.
- C. Aruba 340s support 802.11ac, and Aruba 310s support 802.11b/g/n only.
- D. Aruba 340s support 802.11ax, and Aruba 310s support 802.11ac.

Correct Answer: A

QUESTION 6

What is one key advantage of Aruba wireless solutions as compared to Cisco Meraki solutions?

- A. Aruba offers cloud subscription-based licensing for all APs while Cisco Meraki requires a significant CAPEX expenditure.
- B. Aruba offers beamforming in APs to improve wireless coverage while Cisco Meraki Aps does not support any such feature.
- C. Aruba offers integration with an extensive ecosystem while Cisco Meraki offers little third-party integration.
- D. Aruba offers one simple choice for management while Cisco Meraki has a confusing array of management options.

Correct Answer: D

QUESTION 7

A customer is not sure about the additional benefits of an Aruba Mobility Master (MM)- based architecture.

What is one advantage that you should emphasize?

- A. Aruba MM adds built in network access control with micro-policies that enhance both security and user experience.
- B. Aruba MM enables Aruba AirMatch, which better optimizes RF in dense environments than simple Adaptive Radio management (ARM).
- C. Aruba Connectivity Health, which is embedded in MM, helps admins detect network issues before they cause problems.
- D. Aruba mobile engagement and location-based services are powered by the software platform and app dev kit in MM.

Correct Answer: B

QUESTION 8

Which characteristic could make a Virtual Mobility Controller (VMC), as opposed to a hardware controller, a good solution for a customer?

- A. need for flexibility in moves and changes
- B. desire to remain on pre-8.0 ArubaOS code
- C. need for highest throughput
- D. little communication between server and networking teams

Correct Answer: A

QUESTION 9

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

QUESTION 10

A large entertainment venue needs a location-based solution to enhance the guest experience, and you have recommended Aruba Meridian and beacons. What is one benefit of Meridian that you should emphasize?

- A. It integrates with Aruba ClearPass to track users' location and log suspicious activity, this improves the security of the venue and protects the customer's assets.
- B. It provides proactive testing of the performance of the guest user network, which ensures that guests have a good experience and are satisfied.
- C. It has built-in Bluetooth-based analytics, which give the customer more insight into how guests are using the space and interacting with the venue's mobile app.
- D. It delivers wayfinding services based on GPS. Because GPS is the best option for large indoor environments, guests have a better experience.

Correct Answer: C

QUESTION 11

You want to act as a service provider for your customers. What benefit does the Partner Ready MSP program for aruba offer you?

- A. It allows you to use the Aruba Meridian in MSP mode to manage your customers' inventory as well as your business processes such as billing and invoicing.
- B. It allows you to use aruba central in MSP mode to manage multiple customer network environments as well as integration with your own billing tools
- C. It allows you to repurchase legacy aruba equipment from the customer, refurbish the equipment, and then resell the equipment as a certified used product.
- D. It allows you to build your own networking applications and offer them as SaaS software as a service solutions on the aruba MSP Marketplace

Correct Answer: A

QUESTION 12

You are meeting with an enterprise customer who needs a campus networking upgrade. The customer explains that the company's top goals include providing a better user experience, reducing OpEx, and helping a relatively small IT staff manage a complex environment.

What can you determine about positioning an Aruba solution for this customer?

- A. This customer could be a great candidate for an Aruba Instant On AP and switching solution.
- B. This customer is probably not a good candidate for Aruba in the campus, but you should investigate a data center opportunity.
- C. This customer could benefit from AIOps through Aruba Central, but not from an Aruba Unified Infrastructure solution at this time.

D. This customer could be a great candidate for an Aruba ESP (Edge Services Platform) Unified Infrastructure solution.

Correct Answer: D

QUESTION 13

A customer uses another vendor's network infrastructure products but is considering Aruba ESP for their upgrades. However, the customer is concerned about the time it will take to deploy the new network. What should you emphasize about aruba to address this concern?

- A. The aruba client match makes it simple for non-experts to provision client devices to connect to the new network. no
- B. Aruba central aruba zero touch provisioning makes it faster and easier for non-experts to deploy aruba APs and switches.
- C. Aruba Composable Fabric Manager (CFM) provides accelerated deployment for non- Aruba APs, switches, and WAN
- D. Aruba Air Slice allows customers to quickly establish a wireless mesh, extending Wi-Fi connectivity across the campus

Correct Answer: D

QUESTION 14

As customers deploy more Internet of Things (IoT) devices, what is one implication for Aruba sales opportunities?

- A. Customers are less likely to be interested in cloud applications as they turn their attention to the network edge.
- B. Customers are more likely to want a CAPEX model for network infrastructure to offset operating costs for IoT.
- C. Customers are more interested in proprietary end-to-end solutions than in solutions with multi-vendor support.
- D. Customers are increasingly interested in network access control (NAC) and continuous monitoring for anomalies.

Correct Answer: A

QUESTION 15

Which statement indicates that the customer could benefit from Aruba asset tracking capabilities?

- A. "Our nurses are constantly running around looking for misplaced equipment; this not only wastes time, but also negatively affects and quality of care we provide to our patients".
- B. "We are a growing business and we want to encourage our employees to bring their own devices, but we are not exactly sure how best to manage and onboard all of these devices".
- C. "We have several big machines at on our main constructions sites, a we need a process to quickly and accurately calibrate them all to help avoid any mishaps".
- D. "We have developed an app that our customers can download to explore the services available at our venue, but we

want to enhance the app with more location-specific information".

Correct Answer: A

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