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HPE2-W02

Selling Aruba Products and Solutions



Exam A

QUESTION 1

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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 2

A customer needs an AP that provides Wave 2 802.11ac for an outdoor environment. Which AP Series meets the need?

- A. AP 340
- B. AP 303H
- C. AP 360
- D. AP 330

Correct Answer: D

Section: (none)

Explanation



Explanation/Reference:

Reference: <https://www.arubanetworks.com/me/products/networking/access-points/330-series/>

QUESTION 3

A customer is concerned about wireless security, and specifically that employees could introduce malware into the network by visiting disreputable websites. Which security feature in Aruba Mobility Controllers (MCs) should you emphasize to address this specific concern?

- A. User and Entity Behavior Analytics (UEBA)
- B. Web Content Classification (WCC)
- C. RF Protect
- D. Application Visibility and Control

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://blogs.arubanetworks.com/solutions/web-content-classification-a-powerful-new-policy-tool-for-the-pef-firewall/>

QUESTION 4 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

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.itcentralstation.com/products/comparisons/aruba-wireless_vs_cisco-meraki-wireless-lan

QUESTION 5

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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 6 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

Section: (none)

Explanation

Explanation/Reference:

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 on-prem infrastructure seems daunting.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 8 What is one advantage of the experience-driven approach to management?

- A. It focuses on meeting business initiatives by improving performance, reliability, and secure network access.
- B. It relies on on-prem management exclusively so customers can avoid the security vulnerabilities of cloud.
- C. It relies on traditional tools that most IT admins are familiar with, such as the CLI, SNMP, and logs.

D. It focuses on break-fix tools, so that IT spends its time keeping the lights on.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 9

Which customer statement indicates that you have an ideal opportunity for selling an Aruba mobile engagement solution?

- A. "Airports are known for being a hassle, but we want to change this. We would like to give travelers a way to find parking, navigate to their gate on a map, and find deals."
- B. "We want to use technology to accelerate student learning, but to achieve this we need a network that gives priority handling to collaboration and multi-media apps."
- C. "We are a fast paced game design company, but developers have been complaining about unresponsive applications, and we think that a slow network is to blame."
- D. "Our business is ever-expanding and we have added so many new mobile devices and so much wireless equipment that our admins cannot keep track of them. We need a way to simplify management."

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 10

You have proposed Aruba 8400 switches as core switches for a customer. The customer is very concerned about the network always being on and has indicated that no maintenance window is permitted even for a core switch software upgrade. What feature of this switch should you explain?

- A. Backplane stacking
- B. Network Analytics Engine (NAE)
- C. Virtual Switching Extension (VSX)
- D. ArubaOS-CX Python-based APIs



Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.arubanetworks.com/assets/ds/DS_8400Series.pdf

QUESTION 11 A customer is concerned about the performance of the company's wireless network. What two Aruba features would you emphasize in your discussions with this customer? (Select two.)

- A. Web Content Classification
- B. AirMatch
- C. Deep packet inspection
- D. Dynamic segmentation
- E. RFPProtect

Correct Answer: BD

Section: (none)

Explanation

Explanation/Reference:

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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 13

You have already determined that a customer has a distributed enterprise.

Which question will help qualify the customer for the Aruba SD-Branch solution?

- A. Do you use a SIEM today, and is it satisfying your needs for scalability and attack detection?
- B. Have you considered using MPLS to reduce costs?
- C. How do you access cloud services, and what issues are you seeing with your current router?
- D. Which branches experience the smallest and highest traffic loads?

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.arubanetworks.com/solutions/sd-branch/>

QUESTION 14 What is one reason you should recommend the Aruba 2930F rather than the Aruba 2540 at the access layer?

- A. The customer needs static routing at the access layer, and the Aruba 2540 does not support any routing.
- B. The customer needs Power over Ethernet (PoE+), and the Aruba 2540 does not support this feature.
- C. The customer wants Smart Rate Ports, and the Aruba 2930F offers this feature.
- D. The customer prioritizes scalability, and the Aruba 2930F supports Virtual Switching Framework (VSF).

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 15 What business benefit does Aruba AirMatch provide?

- A. better load balancing and availability for controllers
- B. enhanced user experience in dense environments
- C. simpler troubleshooting with AP and client tracking
- D. better security through matching policies on wireless and wired

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://h20195.www2.hp.com/V2/getpdf.aspx/c05279008.pdf?ver=2>

QUESTION 16

Which aspect of the Aruba 360 Secure Fabric uses machine learning to detect attacks and malicious behavior on the inside of the network?

- A. Aruba IntroSpect
- B. Aruba Mobility Master
- C. Aruba ClearPass
- D. Aruba VisualRF

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

Reference: https://www.arubanetworks.com/assets/wp/WP_360SecureFabric.pdf

QUESTION 17 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

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 18 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: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 19 What is an advantage of the Aruba Software Platform? (Select two.)

- A. It makes the underlying infrastructure smarter, helping to deliver contextual experiences for end users and line-of-business teams.
- B. It uses proprietary technologies that prevent third-party integration, providing more sales opportunities for Aruba.
- C. It embeds the ArubaOS-CX Network Analytics Engine (NAE) into all wired and wireless infrastructure to improve security.
- D. It is the industry's first WLAN software platform that offers exclusive cloud deployment so that customers have a single simple choice.
- E. It is programmable, with an API-first design that helps to encourage automation and integration.

Correct Answer: CD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 20

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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 21 Which customer is a good target for an Aruba SD-Branch solution?

- A. an enterprise that needs to add one large branch over MPLS
- B. a retailer that needs to support a large number of small branch sites
- C. a university that needs to provide VPN access for faculty at home
- D. a small to medium business (SMB) that needs a simple solution to add a branch.

Correct Answer: B

Section: (none)

Explanation



Explanation/Reference:

Reference: https://www.arubanetworks.com/assets/wp/WP_SDBranchOverview.pdf

QUESTION 22 What is one feature that distinguishes the Aruba switching portfolio from top competitors?

- A. Aruba switches have the largest market share of any wired network vendor.
- B. Aruba switches have the best warranty and no hidden costs for software licensing.
- C. Aruba switches support better segmentation between the wired and wireless network.
- D. Aruba switches support on-prem management rather than higher cost cloud-based management.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 23 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

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 24

You are proposing an Aruba wired and wireless solution to a customer. After a discussion about Aruba ClearPass and IntroSpect, a member of the security team asks about security measures that go beyond software solutions. What is one advantage of Aruba Secure Infrastructure that you should emphasize to this technical influencer?

- A. Silicon root of trust creates a digital fingerprint in the silicon of ArubaOS switches to ensure they will never boot with compromised hardware.
- B. Connectivity Health collects and compiles information about switch configuration, protocol, and system state and uses machine learning to compare this information to baseline figures.
- C. An Aruba infrastructure reduces the likelihood traffic can be intercepted with centralized encryption and deep packet inspection.
- D. Aruba controlled APs maintain a distributed policy engine that defines who and what devices can connect to which data, infrastructure, and applications.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 25 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

Section: (none)

Explanation

Explanation/Reference:

Reference: <https://www.arubanetworks.com/products/networking/access-points/340-series/>

QUESTION 26

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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 27

What is a benefit that Aruba Mobility Master (MM) and an ArubaOS architecture bring to network management?

- A. MM provides a centralized licensing repository and a single interface for configuring controllers.
- B. MM offers a single management interface for configuring wireless devices and onboarding user wireless devices.
- C. Customers can obtain a flexible, cloud-based option for managing their controllers centrally.

D. Admins can manage ArubaOS switches and ArubaOS controllers from the same management interface.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 28 What advantages do Aruba micropolicies provide your customers?

- A. Apply user-aware and IoT-aware policies that adapt to changing conditions
- B. Enforce a secure VPN connection for remote users to protect the network from malicious attacks
- C. Detect malware and attacks with the latest signatures downloaded from Aruba
- D. Provide a backend database for enforcing security issues

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 29 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

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 30 What is one way that the Aruba approach to architecture makes Aruba stand out against the competition?

- A. Aruba provides customers with a choice of five different architectures to provide greater flexibility.
- B. Aruba offers a simpler and more robust architecture by avoiding integration with third-party solutions.
- C. Aruba offers a software-defined architecture with a single platform and unified wired and wireless.
- D. Aruba provides two optimized architectures based on different software, one for branch and one for campus.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 31 Which two customer characteristics should lead you to position Aruba AirWave over Aruba Central? (Select two.) A. The customer has a multivendor network.

B. The customer wants a CAPEX model with on-premises management.

- C. The customer wants to move to an OPEX model and access the management platform from anywhere.
- D. The customer is interested in guest Wi-Fi management, presence analytics, or managed services.
- E. The customer has limited IT resources in each of many branch offices.

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 32 For which scenario are Aruba Instant APs the recommended wireless solution?

- A. a home office that needs a simple way to connect to a corporate office
- B. a branch office that needs a simple deployment
- C. an enterprise that needs automation and centralized management
- D. an enterprise that needs bluetooth for location-based services

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 33 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

Section: (none)

Explanation

Explanation/Reference:

Reference:

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

QUESTION 34

A customer has a management solution that provides RF-metrics for the wireless solution, but this information is not enough to identify the source of all connectivity issues. The customer needs one management solution that will reduce helpdesk tickets and go beyond RF analysis. Which feature of Aruba management solutions should you emphasize to this customer?

- A. AppRF
- B. User and Entity Behavior Analytics
- C. VisualRF
- D. Connectivity Health

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 35

An SMB has ArubaOS switches and Aruba Instant APs. The company is growing and wants to simplify deploying and managing the infrastructure devices. What should you explain?

- A. Aruba switches and APs can integrate with third-party SEIM solutions to simplify management.
- B. Aruba AirWave is specifically designed as a management tool for SMB customers such as this.
- C. Aruba Mobility Master (MM) can manage the Instant APs and simplify deployment.
- D. Aruba Central provides simple cloud-based management and Zero Touch Provisioning (ZTP).

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 36 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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 37 What is one business benefit of Virtual Switching Extension (VSX)?

- A. It helps to optimize ArubaOS switches to connect to servers in a highly virtualized data center environment.
- B. It enables companies to extend services consistently across sites through the use of VPN tunnels between ArubaOS switches.
- C. It enables companies to apply consistent policies on wireless users and wired users connected to ArubaOS switches.
- D. It helps to reduce downtime for a network core of ArubaOS switches, while also providing a simple architecture.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 38

A customer has complained about the hidden costs of many networking solutions. What is one key distinguishing feature that you should explain about ArubaOS switches?

- A. They offer a full feature set without the requirement of software licenses.
- B. They include ArubaOS software for controlling up to eight APs in a small office environment.

- C. They come with a lifetime warranty that includes guaranteed onsite repair within 6 hours.
- D. They can be managed by Aruba Central, which is a free downloadable management tool.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 39

A customer needs a wired solution upgrade. Which characteristic indicates a good prospect for an Aruba switching solution?

- A. The customer has found cloud applications to be too expensive and wants to limit their use.
- B. The customer needs a wireless upgrade as well and wants better wired and wireless integration.
- C. The customer considers cost the primary concern and is not worried about performance, security, or visibility.
- D. The customer is a small business with about 60 employees and needs a simple, plug-and-play solution.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 40

Your customer is considering Aruba ClearPass for policy management, but suggests Microsoft's Active Directory is enough of an access control system to protect the enterprise network. How should you counter this objection?

- A. Active Directory authenticates users, but true network access control must define who and which devices can connect to which devices, data, infrastructure, and apps, as ClearPass does.
- B. While Active Directory can define access controls for users based on factors such as identity and type of connection, it does not provide machine learning to track user behavior, as ClearPass does.
- C. Microsoft's Active Directory has been proven by multiple security analysts to be easily hackable, so it requires ClearPass's more secure credential repository to enhance it.
- D. Active Directory alone is not enough, but when it is integrated with the role-based access firewall, the combined solution functions as a mobile device management solution.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 41 What is one key way that Aruba IntroSpect enhances security for a customer network?

- A. It enforces role-based policies to ensure the right users connect to the right resources.
- B. It provides an enhanced guest portal with user identification and tracking features.
- C. It inspects all traffic and ensures that sensitive data is securely encrypted.
- D. It ties security alerts to the user or device identify associated with the alert.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 42

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

- A. Continuous monitoring and NAC cannot detect IoT devices because they do not appear like mobile and BYOD devices on network management software.
- B. Most IoT devices introduce vulnerabilities because they don't utilize any standard set of security defenses.
- C. IoT devices require special management software because they use different wireless standards than the standards that most wireless devices are built for.
- D. IoT devices require cloud management and data storage, so customers need to have a hybrid infrastructure in place.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 43 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: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 44 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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 45 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 upgraded 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: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 46

You have proposed an Aruba solution for a customer who needs a network upgrade. The customer wants to improve performance for and more quickly resolve issues with wireless applications such as Microsoft Skype for Business.

What is one Aruba solution that you should emphasize meets these requirements?

- A. Aruba Mobility Controller (MC) with its RFProtect feature
- B. Aruba AirWave with its UCC Analytics dashboard
- C. Aruba ClearPass with its Voice User dashboard
- D. Aruba Mobility Master (MM) with its Network Analytics Engine (NAE)

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 47

Your customer emphasizes the need to simplify network operations.

What is one reason for recommending Aruba 5400R z12 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: C

Section: (none)

Explanation

Explanation/Reference:



QUESTION 48

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: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 49 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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 50 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

Section: (none)

Explanation

Explanation/Reference:

