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Selling HPE Aruba Networking Solutions

HP HPE2-W11

Version Demo

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QUESTION NO: 1

What is one of the advantages of selling HPE GreenLake for Aruba NaaS Service Packs?

A. They are the only HPE GreenLake for Aruba solutions that include Customer Experience Management at no extra cost.

B. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.

C. They simplify the process of designing and selling network-as-a-service solutions to customers.

D. They enable you to customize network as-a-service solutions as needed to meet customer requirements.

ANSWER: C

Explanation:

They simplify the process of designing and selling network-as-a-service solutions to customers. HPE GreenLake for Aruba NaaS Service Packs package predefined HPE Aruba Networking technologies, software, and services for common customer scenarios. This standardized structure makes it easier for partners to position a complete Network as a Service offering, produce a quote, and communicate the intended business outcome without having to construct every solution from individual components. The packs are designed around repeatable use cases, helping customers adopt networking through a flexible consumption model while reducing the complexity typically associated with solution design and procurement. This makes the sales conversation more efficient and helps partners deliver an outcome-focused offer that is aligned with HPE GreenLake's as-a-service approach. HPE describes its networking NaaS portfolio as providing flexible consumption and lifecycle services for networking environments, while its partner materials describe service packs as preconfigured offers that simplify the route to market. See HPE GreenLake for Networking and HPE Aruba Networking NaaS resources.

QUESTION NO: 2

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 offers the most advanced SD-WAN features, dynamically adapting to business needs. EdgeConnect Enterprise is HPE Aruba Networking's purpose-built SD-WAN platform for organizations that require sophisticated WAN optimization, application-aware routing, and consistent quality of experience across diverse underlay connections. Its Adaptive Path Control continuously evaluates path conditions such as loss, latency, and jitter, then steers application traffic to the most appropriate available path according to business intent and application requirements. This enables resilient, high-performing connectivity for cloud applications, SaaS services, data centers, and distributed sites while reducing dependence on traditional router-centric WAN designs. The platform also provides integrated security capabilities and supports a SASE-oriented architecture, helping organizations apply policy consistently as traffic moves between branches, clouds, and security services. In contrast to an SD-Branch approach that unifies branch LAN, WLAN, WAN, and security operations, the distinguishing emphasis of EdgeConnect Enterprise is its mature, advanced SD-WAN intelligence and dynamic application-driven WAN control. HPE describes EdgeConnect SD-WAN as delivering business-driven networking through application-aware routing and automated path steering. See the HPE Aruba Networking EdgeConnect SD-WAN overview and the EdgeConnect SD-WAN data sheet for product details.

QUESTION NO: 3

What is a use case for HPE Aruba Networking Central with AIOps?

A. Simplifying the architecture of a data center attached to the campus.

B. Finding network connectivity and performance issues before they impact business-critical apps.

C. Upgrading the network more frequently by leasing, rather than purchasing, infrastructure devices.

D. Enhancing the deployment of IoT devices by delivering an analytics platform at the edge.

ANSWER: B

Explanation:

Finding network connectivity and performance issues before they impact business-critical apps is a core use case for HPE Aruba Networking Central with AIOps. Central applies AI and machine-learning capabilities to telemetry collected across the network to identify abnormal behavior, correlate events, and provide actionable insights. This supports proactive operations: network teams can detect emerging client-connectivity, wireless, WAN, or application-performance conditions and address them before users experience a material business impact.

The AIOps capabilities are designed to improve root-cause analysis, assess the scope and impact of an issue, and recommend remediation steps. Rather than requiring administrators to manually sift through large volumes of alerts and performance data, Central helps prioritize the conditions most likely to affect users and applications. This reduces troubleshooting time and repetitive operational effort, allowing IT staff to maintain service quality for critical digital services while focusing on higher-value work. HPE describes Aruba Central as cloud-based network management with AIOps insights that simplify operations and improve productivity. See HPE Aruba Networking Central and HPE's AIOps-driven cloud-management announcement.

QUESTION NO: 4

A customer is refreshing a campus core that supports business-critical services. The customer wants resilient switching with no single control plane and wants to perform planned maintenance with minimal disruption. What should you discuss when positioning appropriate HPE Aruba Networking CX switches?

A. HPE Aruba Networking ClearPass Guest for visitor registration

B. HPE Aruba Networking Fabric Composer for AP placement

C. HPE Aruba Networking EdgeConnect Enterprise for branch WAN routing

D. HPE Aruba Networking CX switching with VSX for high availability

ANSWER: D

Explanation:

On supported HPE Aruba Networking CX switches, Virtual Switching Extension (VSX) provides a high-availability architecture using two independent switches and control planes that operate as a single logical system for many network functions. This helps the customer improve resiliency and reduce the impact of planned maintenance. EdgeConnect Enterprise is an SD-WAN solution, Fabric Composer is for data center fabric orchestration, and ClearPass Guest manages visitor access rather than campus-core availability.

QUESTION NO: 5

A retailer says that store managers report intermittent failures when employees use point-of-sale and inventory applications. Network monitoring shows that access points and switches are available, but IT needs continuous evidence of the actual network and application experience from inside the stores before users submit trouble tickets. Which HPE Aruba Networking solution should you position?

A. HPE Aruba Networking ClearPass Device Insight

B. HPE Aruba Networking EdgeConnect Enterprise

C. HPE Aruba User Experience Insight (UXI)

D. HPE Aruba Networking Fabric Composer

ANSWER: C

Explanation:

HPE Aruba User Experience Insight (UXI) is designed to provide continuous, synthetic testing of network and application experience from the user perspective. UXI sensors can help IT identify whether a problem is affecting wireless connectivity, network services, or application reachability before it becomes a widespread user complaint. Aruba Central with AIOps provides valuable operational insights, but UXI specifically addresses the need for active experience monitoring from the store environment. EdgeConnect Enterprise and ClearPass Device Insight address different requirements.