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Exam : **HPE2-W12**

Title : **Selling HPE Aruba
Networking Solutions**

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HP Selling HPE Aruba Networking Solutions Sample Questions (Q56-Q61):

NEW QUESTION # 56

What is one way that an HPE Aruba Networking Central helps to simplify protecting the network?

- A. By automatically adding rules to role-based access control policies in response to new types of threats.
- **B. By providing policy recommendations that admins can quickly preview and apply.**
- C. By providing a "sandbox" environment, in which traffic can be safely inspected for malware.
- D. By integrating with HPE Aruba Networking private 5G solutions to automatically enhance the security for Wi-Fi 5, 6, and 7 devices.

Answer: B

Explanation:

The correct answer is B because Aruba Central simplifies security by offering policy recommendations through AI-powered insights. These recommendations help IT administrators enforce consistent and adaptive security policies across users, devices, and applications without complex manual configuration.

Admins can review the suggested policies and apply them directly, reducing human error and improving security posture.

Relevant extracts from HPE Aruba Networking documentation:

* "Aruba Central leverages AI insights to provide policy recommendations that can be quickly previewed and applied by administrators."

* "Policy automation simplifies security operations by reducing the manual overhead associated with access control enforcement."

* "With Aruba Central, organizations can streamline role-based access policy deployment, ensuring that best-practice security rules are consistently applied."

* "The solution helps IT scale security controls across distributed environments while reducing operational complexity." Why the other options are incorrect:

* A Aruba Central does not rely on private 5G integration for simplifying network protection; that is part of Aruba private 5G solutions.

* B Sandboxing traffic inspection is a feature of advanced firewall/security platforms, not Aruba Central.

* C Central does not automatically add new access rules without administrator review; instead, it provides recommendations for admins to approve.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central Security and Policy Management - Solution Guide
- * Aruba ESP Architecture and AI-Powered Security Overview
- * Aruba Central AI Insights and Policy Recommendations - Technical Brief
- * Aruba Networking Security Simplification Study Guide

NEW QUESTION # 57

What is one way organizations can ensure their wireless network is always available?

- A. Use HPE Aruba Networking Fabric Composer to create a resilient software fabric for the wireless network.
- B. Receive troubleshooting insights from HPE Aruba Networking ClearPass Policy Manager.
- **C. Use HPE Aruba Networking CX features to orchestrate software switch updates without causing downtime.**
- D. Use HPE Aruba Networking ClearPass Device Insight to proactively detect issues before they cause problems.

Answer: C

Explanation:

The correct answer is C because Aruba CX switches include advanced features such as hitless upgrades (In-Service Software Upgrades, ISSU) and intelligent orchestration tools that allow software updates and changes to be performed without downtime. This ensures continuous availability for the wireless infrastructure, as access points rely on the wired underlay provided by CX switching. Keeping the wired foundation resilient is critical to ensuring the wireless network remains available at all times.

NEW QUESTION # 58

What is one way that HPE Aruba Networking Central Client Insights helps customers minimize risks?

- **A. It helps customers implement a ZTNA strategy by applying least-privilege access controls to each device, based on high**

confidence in device.

- B. It acts as a central repository for security events, logs, metrics, and other information collected by HPE Aruba Networking devices and third-party security solutions.
- C. It enables zero trust security for a remote workforce by replacing the traditional virtual private network (VPN).
- D. It integrates with HPE Aruba Networking Fabric Composer to automatically configure the correct distributed firewall policies for a particular customer's environment.

Answer: A

Explanation:

The correct answer is B because HPE Aruba Networking Central Client Insights provides advanced device discovery, profiling, and classification, giving IT high confidence in the identity of each connected endpoint.

This enables enforcement of least-privilege access policies, which are foundational to Zero Trust Network Access (ZTNA).

Relevant extracts from official HPE Aruba Networking documentation:

* "Aruba Central's Client Insights service leverages AI/ML to automatically discover, classify, and monitor all connected endpoints, including IoT and BYOD, to provide high confidence in device identity."

* "With Client Insights, IT can implement Zero Trust principles by applying role-based and least-privilege access policies aligned to device type and posture."

* "Client Insights eliminates blind spots and minimizes risks by ensuring every device is visible and continuously verified, reducing the chance of unauthorized access or lateral movement." Why the other options are incorrect:

* A Fabric Composer is a data center orchestration tool and does not integrate directly with Client Insights for firewall automation.

* C describes a SIEM-like function, but Central Client Insights is focused on device discovery and profiling, not acting as a log repository.

* D Zero Trust for remote access is delivered through Aruba SSE/ZTNA solutions, not Client Insights.

Client Insights applies within the enterprise network to secure connected endpoints.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba Central Client Insights - Solution Overview

* Aruba ESP Zero Trust Security - Technical White Paper

* Aruba AI-Powered Visibility and Control - Solution Brief

* Aruba ClearPass and Client Insights Integration - Deployment Guide

NEW QUESTION # 59

How does selling HPE GreenLake for Networking solutions benefit Channel partners?

- A. They can convert their existing customers to lease agreements to extend the customer engagement.
- B. They can sell HPE Aruba Networking solutions that are not available as traditional purchases.
- **C. They can include their company's services as part of an HPE GreenLake for Networking solution.**
- D. They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.

Answer: C

Explanation:

The correct answer is D because HPE GreenLake for Networking is a consumption-based, as-a-service model that allows channel partners to embed and sell their own services as part of the overall solution. This strengthens partner value by enabling differentiation, recurring revenue streams, and deeper customer relationships.

Relevant extracts from official HPE Aruba Networking documentation:

* "HPE GreenLake for Networking enables partners to include their own managed services, professional services, and support as part of the customer's subscription."

* "With GreenLake, partners can move beyond one-time transactions and establish long-term engagements with recurring revenue opportunities."

* "Channel partners gain differentiation by tailoring HPE GreenLake offers to align with their own expertise and service portfolios."

* "This consumption model allows partners to deliver end-to-end solutions that combine Aruba technology with their company's services, enhancing customer value." Why the other options are incorrect:

* A Aruba networking solutions are still available via traditional purchase models; GreenLake is an additional consumption option, not an exclusive one.

* B GreenLake is not about lease agreements-it is a true consumption-based, pay-as-you-use model.

* C While cost efficiency may be realized, GreenLake is not positioned as a "lower price per unit" offer but as a flexible, scalable, and service-inclusive consumption model.

References (HPE Aruba Networking Solutions / Study Guides):

* HPE GreenLake for Networking - Solution Overview

- * Aruba ESP with GreenLake Consumption - Technical White Paper
- * HPE Partner Ready for Networking - GreenLake Partner Guide
- * Aruba GreenLake Business Outcomes - Product Brief

NEW QUESTION # 60

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

- A. They enable you to provide customers with fully customizable network-as-a-service solutions.
- 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 sell HPE Aruba Networking solutions not available as traditional purchases.

Answer: C

Explanation:

The correct answer is because HPE GreenLake for Networking Service Packs are pre-defined bundles of network-as-a-service offerings that simplify how partners and customers can consume, design, and deliver network-as-a-service (NaaS). Instead of requiring custom design and lengthy proposals for every customer, Service Packs provide standardized offerings that accelerate adoption and make it easier for partners to sell NaaS consistently.

Relevant extracts from HPE Aruba Networking documentation:

* "GreenLake Service Packs simplify the design, sale, and deployment of NaaS by providing pre-defined packages for different customer needs."

* "These Service Packs accelerate time-to-value by offering ready-to-deploy solutions aligned to common customer requirements."

* "Service Packs reduce complexity in NaaS transactions, making it easier for partners to design, price, and deliver GreenLake solutions."

* "With HPE GreenLake for Networking, partners can streamline NaaS offerings and customers can adopt consumption-based models faster." Why the other options are incorrect:

* A Intelligent Operations is not tied to discounted pricing through Service Packs.

* C Service Packs are standardized, not fully customizable; customization is available through broader GreenLake engagements.

* D GreenLake Service Packs do not exist to sell "unavailable" solutions but to simplify how existing Aruba solutions are consumed as-a-service.

References (HPE Aruba Networking Solutions / Study Guides):

* HPE GreenLake for Aruba Networking Service Packs - Solution Overview

* Aruba ESP and NaaS Consumption Models - Study Guide

* HPE Partner Enablement for GreenLake Networking - Technical Guide

* HPE GreenLake Service Packs for Networking - Business Value Brief

NEW QUESTION # 61

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