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Exam : HPE2-W12

**Title : Selling HPE Aruba
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HP Selling HPE Aruba Networking Solutions Sample Questions (Q36-Q41):

NEW QUESTION # 36

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 sell HPE Aruba Networking solutions not available as traditional purchases.
- C. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
- D. **They simplify the process of designing and selling network-as-a-service solutions to customers.**

Answer: D

Explanation:

The correct answer is B 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:
 - * AI 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 # 37

What is one customer need that HPE Aruba Networking Central addresses?

- A. **Optimizing network performance through actionable AI recommendations.**
- B. Eliminating the need for network admins and letting server admins maintain the network.
- C. Managing each network silo with tools specialized for that silo's needs.
- D. Deploying the network and then letting it run without further management and monitoring.

Answer: A

Explanation:

The correct answer is B because Aruba Central addresses the need for continuous optimization and operational efficiency by providing AI-driven recommendations, anomaly detection, and performance insights. These capabilities help network admins proactively manage performance, improve user experience, and reduce troubleshooting overhead.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba Central leverages AI/ML to provide actionable insights and recommendations to optimize network performance."
- * "By continuously monitoring the health of the network and user experience, Aruba Central ensures IT can proactively identify and resolve issues."
- * "AI recommendations empower IT staff to focus on strategic initiatives rather than reactive troubleshooting, enhancing operational efficiency."
- * "Aruba Central transforms operations by consolidating management across LAN, WLAN, and WAN, while improving performance with automated optimization." Why the other options are incorrect:

- * A is incorrect: Aruba Central emphasizes ongoing monitoring, management, and optimization; it is not a "set and forget" solution.
- * C is incorrect: Aruba Central does not eliminate the need for network admins-it enhances their efficiency, not replaces them.
- * D is incorrect: Aruba Central's strength is breaking down silos by unifying management across wired, wireless, and WAN, not managing them separately.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central AI-Powered Network Operations - Solution Overview
- * Aruba ESP (Edge Services Platform) - Technical White Paper
- * Aruba AIOps and AI Recommendations - Product Brief
- * Aruba Central Unified Infrastructure Management - Deployment Guide

NEW QUESTION # 38

Your customer wants to move to a distributed data center architecture but has budget constraints this year. Which migration approach should you recommend?

- A. Install two switches that support the distributed data center architecture at the data center edge and route all traffic through those switches.
- B. Postpone the migration until the organization has the budget to replace all the ToR switches at one time.
- C. Recommend the customer manage the existing third-party switches with HPE Aruba Networking Central.
- D. Replace the ToR switches in one rack at a time and gain the benefits of improved security in each updated rack.

Answer: D

Explanation:

The correct answer is D because Aruba's recommended approach for data center modernization is incremental adoption-upgrading ToR (Top-of-Rack) switches rack by rack. This allows organizations with budget constraints to gradually gain the benefits of Aruba's distributed architecture, including Zero Trust segmentation, automation, and enhanced security, without requiring a full data center refresh at once. Each rack upgraded contributes to improved resiliency and security while staying within budget.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba CX switches support a modular migration path, enabling customers to deploy rack by rack while extending automation and security benefits with each deployment."
- * "Organizations can start small, upgrading specific racks or pods, and scale out over time to achieve a fully distributed architecture."
- * "By leveraging incremental upgrades, customers can adopt Zero Trust and distributed services without requiring a disruptive forklift replacement."
- * "This approach balances budget constraints with immediate benefits, allowing IT to progressively modernize their data center infrastructure." Why the other options are incorrect:

* A Managing third-party switches in Aruba Central may provide monitoring, but it does not deliver the benefits of a distributed Aruba data center architecture.

* B Installing only two switches at the edge creates a bottleneck and does not represent a scalable or resilient distributed design.

* C Postponing migration provides no immediate security or operational benefits, delaying modernization unnecessarily.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba ESP Data Center Design and Migration Guide
- * Aruba CX Switching - Modern Data Center Transformation White Paper
- * Aruba Zero Trust and Distributed Services in the Data Center - Solution Brief
- * Aruba Fabric Composer and EVPN-VXLAN Adoption Guide

NEW QUESTION # 39

You want to determine if a decision-maker might be interested in HPE Aruba Networking Central with AI for networking. What is a good topic to discuss?

- A. The difference between machine learning and other forms of artificial intelligence (AI).
- B. The need to accelerate network troubleshooting so IT can focus on strategic initiatives and innovation.
- C. The benefits of better aligning the data center IT operations team with the development team.
- D. The security benefits of applying intelligent access policies that follow users and devices.

Answer: B

Explanation:

The correct answer is B because Aruba Central with AI for Networking is designed to help IT organizations reduce the amount of

time spent on manual troubleshooting and reactive network management. By leveraging AI-driven insights, anomaly detection, and prescriptive recommendations, Aruba Central allows IT to accelerate root cause identification, reduce mean-time-to-resolution (MTTR), and redirect resources toward innovation and strategic initiatives.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba Central delivers AI-powered troubleshooting and prescriptive recommendations, helping IT staff quickly identify issues and resolve them before they impact users."
- * "By accelerating troubleshooting and reducing manual effort, IT teams can spend more time on strategic projects that drive innovation."
- * "AI for Networking in Aruba Central reduces downtime by pinpointing root causes, recommending remediation, and automating fixes, shifting IT focus from firefighting to value creation." Why the other options are incorrect:
- * AWhile Aruba leverages AI/ML, discussing the academic differences between machine learning and AI is not aligned to customer business outcomes and does not uncover interest in Central.
- * CAligning IT and development teams is more of a DevOps/data center conversation, not Aruba Central's value proposition.
- * DIntelligent access policies are a key part of Aruba ClearPass and Zero Trust, not the primary driver for Aruba Central AI discussions.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central AI for Networking - Solution Overview
- * Aruba ESP (Edge Services Platform) - Technical White Paper
- * Aruba Central AIOps and Troubleshooting Acceleration - Product Brief
- * Aruba AI-Powered Networking and Operations - Deployment Guide

NEW QUESTION # 40

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

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

Answer: A

Explanation:

The correct answer is Cbecause Aruba Central leveragesAI-powered insights and automationto recommend security and access policies that administrators can preview and apply directly. This helps simplify policy management and ensures consistent enforcement without requiring manual configuration for every change.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba Central provides AI-powered policy recommendations that reduce configuration complexity and allow IT administrators to preview and apply them quickly."
- * "With automated policy enforcement across wired, wireless, and WAN, Aruba Central simplifies protecting the network by ensuring consistent access control for users and devices."
- * "Central's role-based policy recommendations align with Aruba's Zero Trust security framework, minimizing risk while reducing administrative overhead."
- * "By integrating AI/ML insights, Aruba Central helps IT move from reactive troubleshooting to proactive security policy enforcement." Why the other options are incorrect:
- * AWhile Aruba does integrate with private 5G, this is not the primary way Aruba Central simplifies security.
- * BA sandbox environment for malware inspection is not a feature of Aruba Central; this is typically delivered by third-party security integrations.
- * DAruba Central providespolicy recommendations, but it does not automatically create and add rules without admin oversight. Admin approval is required for changes, maintaining operational control.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central Security and Policy Automation - Solution Overview
- * Aruba ESP Zero Trust Security - Technical White Paper
- * Aruba AI-Powered Policy Recommendations - Product Brief
- * Aruba Central AIOps and Automation - Deployment Guide

NEW QUESTION # 41

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