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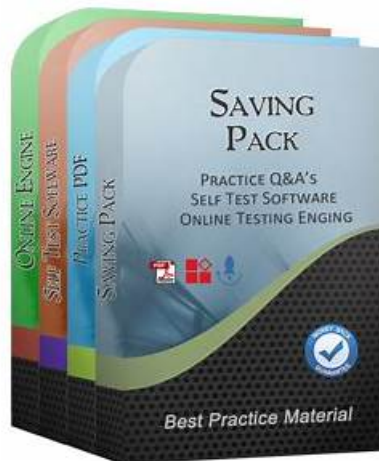
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HP Selling HPE Aruba Networking Solutions Sample Questions (Q35-Q40):

NEW QUESTION # 35
Which advantage does HPE Aruba Networking Fabric Composer provide?

- A. It dynamically reroutes traffic when bottlenecks occur on the network.
- B. It provides visibility into both physical and virtual networks.
- C. It allows IT to provision both HPE Aruba Networking switches and APs.
- D. It uses AI to detect issues and provide recommendations for addressing them.

Answer: B

Explanation:
The correct answer isCbecauseHPE Aruba Networking Fabric Composeris specifically designed to deliver visibility and simplified management across both physical and virtualized network fabrics in data center environments.It integrates with virtualization platforms (e.g., VMware vSphere, NSX) to extend visibility into workloads and virtual machines, alongside physical switches and fabrics. This unified visibility reduces operational complexity and ensures application performance.
Relevant extracts from HPE Aruba Networking documentation:
* "Aruba Fabric Composer is an intelligent, API-driven orchestration solution that provides end-to-end visibility across physical and virtual networks."
* "It enables IT teams to understand both physical topologies and virtualized workloads, reducing blind spots in data center operations."
* "The solution integrates with VMware and container platforms, giving IT unified insight and control over hybrid infrastructures."
Why the other options are incorrect:
* ADynamic rerouting of traffic is a function ofSD-WAN, not Fabric Composer.
* BAI-driven issue detection and recommendations are part ofAruba Central with AI Insights, not Fabric Composer.
* DFabric Composer is focused ondata center fabrics and virtualization visibility, not AP provisioning.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Fabric Composer - Solution Overview
* Aruba Data Center Networking Technical White Paper
* Aruba ESP in the Data Center - Study Guide
* Aruba Fabric Composer Integration with VMware - Technical Brief

NEW QUESTION # 36
What is one of the advantages of selling HPE GreenLake for Networking Service Packs?

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

Answer: C

Explanation:
The correct answer isBbecauseHPE GreenLake for Networking Service Packsare 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 providestandardized offeringsthat 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:
* AIntelligent Operations is not tied to discounted pricing through Service Packs.
* CService Packs arestandardized, not fully customizable; customization is available through broader GreenLake engagements.
* DGreenLake Service Packs do not exist to sell "unavailable" solutions but to simplify howexisting Aruba solutionsare 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
Based on recent trends, which common challenge can HPE Aruba Networking help customers overcome?

- A. Struggles in accommodating the data shift from the edge to the main corporate data center.
- B. Difficulties providing secure, consistent connectivity for remote workers.
- C. Difficulties making employees understand that accessing applications securely from home is impossible.
- D. Struggles in optimizing overprovisioned networks for a lower load of edge devices.

Answer: B

Explanation:
The correct answer isCbecause one of the most pressing challenges created by the recent shift to hybrid and remote work isensuring secure, consistent, and reliable connectivity for remote workers.Aruba addresses this withZero Trust Network Access (ZTNA), SD-WAN, and Secure Service Edge (SSE)capabilities integrated into Aruba ESP. These solutions simplify secure remote access and deliver consistent user experiences regardless of location.
Relevant extracts from official HPE Aruba Networking documentation:
* "The expansion of remote work has created the challenge of delivering secure, reliable connectivity for users outside the corporate perimeter."
* "Aruba's EdgeConnect SD-WAN and ZTNA solutions provide consistent access and enforce least- privilege policies to secure remote connectivity."
* "By combining Zero Trust, SASE, and AI-powered WAN optimization, Aruba ensures remote workers experience the same level of performance and security as they would on campus."
* "This addresses one of the top customer priorities: maintaining business continuity while supporting a distributed workforce." Why the other options are incorrect:
* AThe challenge is not about data moving to the corporate data center-modern architectures are distributed and cloud-first.
* BNetworks today face underprovisioning and overutilization due to IoT and remote traffic, not overprovisioned networks with fewer edge devices.
* DThis is not a valid business challenge-Aruba enables secure access from home, it does not assume it' s impossible.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba ESP for Remote Workforce - Solution Overview
* Aruba ZTNA and Secure Access Service Edge (SASE) - White Paper
* Aruba EdgeConnect SD-WAN for Remote Work - Product Brief
* Aruba ESP Zero Trust and Business Continuity - Executive Guide

NEW QUESTION # 38
An IT security admin's priority is to manage the security risks from a growing number of personal and IoT devices on the network. Which feature of HPE Aruba Networking Central should you emphasize?

- A. HPE Aruba Networking Device Insight provides real-time visibility and monitoring of all devices connected to the network.
- B. HPE GreenLake for Networking solutions require management services from HPE Aruba Networking, reducing the risk of human errors.
- C. HPE Aruba Networking Unified Infrastructure eases integration in a heterogeneous environment and simplifies management.
- D. HPE Aruba Networking SD-WAN solutions send traffic to the data center for monitoring and behavior analysis.

Answer: A

Explanation:
The correct answer isAbecause Aruba Central withDevice Insightprovidesreal-time discovery, classification, and monitoringof all connected devices-including IoT, BYOD, and corporate endpoints.
This visibility is essential for identifying unmanaged or rogue devices, applying role-based access, and minimizing risks that come from a rapidly expanding device landscape.
Relevant extracts from official HPE Aruba Networking documentation:
* "Device Insight in Aruba Central uses AI/ML to automatically discover and profile all devices, including IoT and personal

endpoints, with high confidence."
* "By providing continuous visibility and monitoring, Device Insight enables IT to detect rogue or misbehaving devices before they become a threat."
* "Central integrates with ClearPass to enforce least-privilege access policies based on device type and context."
* "This capability helps security admins close blind spots and manage risks associated with the proliferation of IoT and unmanaged devices." Why the other options are incorrect:
* BGreenLake for Networking is a consumption and service model, not a feature directly tied to IoT and personal device risk management.
* CUnified Infrastructure simplifies multi-domain management but does not directly address device-level visibility and risk.
* DSD-WAN does not solve the IoT/personal device visibility challenge; it is focused on WAN optimization and security.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Central Device Insight - Solution Overview
* Aruba ESP Zero Trust Security for IoT - White Paper
* Aruba Central and ClearPass Integration - Technical Guide
* Aruba Client and Device Visibility - Product Brief

NEW QUESTION # 39

A customer expresses this key business objective of wanting to deploy IoT more securely. What is one way HPE Aruba Networking solutions help customers achieve this goal?

- A. HPE Aruba Networking solutions identify various types of IoT devices with high confidence and offer policy recommendations to make it simple to implement least privilege access.
- B. HPE Aruba Networking is the first vendor to achieve ICSA Labs' certification for IoT inventory management.
- C. HPE Aruba Networking is the only vendor to offer endpoint security agents specifically designed for IoT devices.
- D. HPE Aruba Networking Fabric Composer helps customers build secure tunnels between IoT devices and the data center, where the IoT traffic is segmented and filtered to eliminate threats.

Answer: A

Explanation:
The correct answer isAbecause Aruba Networking solutions such asClearPass Device InsightandAruba Central Client Insightsare designed to discover, classify, and monitor IoT devices with high confidence.
Once identified, Aruba solutions applyrole-based and least-privilege access policiesautomatically, closing security gaps caused by unmanaged or unknown IoT devices. This is a critical business outcome for organizations that need to secure IoT without adding complexity.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba solutions provide full-spectrum visibility to automatically identify and classify IoT devices using AI/ML-based fingerprinting."
* "ClearPass Device Insight integrates with Aruba Central to deliver high-confidence device identification and policy recommendations for secure access."
* "Dynamic Segmentation enforces consistent, least-privilege policies for IoT, BYOD, and corporate devices, reducing risk without increasing operational complexity."
* "By automating IoT device discovery and access policy enforcement, Aruba simplifies secure IoT adoption at scale." Why the other options are incorrect:
* BFabric Composer is a data center automation tool, not designed for IoT device segmentation or policy enforcement at the edge.
* CAruba does not require IoT endpoint agents; most IoT devices cannot support agents, so Aruba uses agentless profiling and network-based enforcement.
* DAruba does not market ICSA Labs certification for IoT inventory management-this is not part of its official solution positioning.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba ClearPass Device Insight - Solution Overview
* Aruba Central Client Insights - Product Brief
* Aruba ESP Zero Trust Security for IoT - White Paper
* Aruba Dynamic Segmentation - Technical Guide

NEW QUESTION # 40

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