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## 100% Pass Accurate HP - HPE2-W12 - Training Selling HPE Aruba Networking Solutions Online

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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q25-Q30):

### NEW QUESTION # 25

What is a common challenge driving customers to upgrade their networks?

- A. Most network vendors only provide command line interfaces for network devices, not easy-to-use GUIs.
- **B. The wireless network cannot deliver the performance users need.**
- C. The wired network does not support the correct Ethernet technologies for users and IoT devices.
- D. The network core and the network edge cannot interoperate with each other.

### Answer: B

Explanation:

The correct answer is B because one of the most common drivers for network upgrades is that legacy wireless infrastructure cannot meet the growing performance demands of users, IoT devices, and modern applications. With the proliferation of Wi-Fi 6, Wi-Fi 6E, and now Wi-Fi 7, enterprises are upgrading networks to deliver higher capacity, lower latency, and improved user experience.

Relevant extracts from HPE Aruba Networking documentation:

- \* "Many customers are upgrading to Aruba Wi-Fi 6/6E to address performance gaps created by legacy Wi-Fi networks that cannot meet today's demand."
- \* "Network modernization is primarily driven by the need for higher wireless throughput, improved efficiency for IoT and mobile devices, and support for cloud-based applications."
- \* "As organizations embrace hybrid work and IoT, wireless networks that fail to deliver required performance have become a leading reason for infrastructure refresh."
- \* "Aruba ESP and Aruba Central enable IT to modernize networks to ensure consistent high-performance wireless experiences."

Why the other options are incorrect:

- \* A Core-to-edge interoperability is important, but not the most common driver compared to wireless performance issues.
- \* CEthernet technology gaps exist but are secondary compared to wireless upgrade demands.
- \* DCLI vs GUI management is a usability concern, but not the primary driver of network refresh projects.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba ESP Networking Modernization Overview
- \* Aruba Wi-Fi 6/6E/7 Upgrade Guide
- \* Aruba Edge-to-Cloud Trends and Drivers - Study Guide
- \* Aruba Central for Hybrid Work and IoT - Technical White Paper

### NEW QUESTION # 26

What is one feature that sets HPE Aruba Networking location-based services apart from the competition?

- A. The latest HPE Aruba Networking switches provide location-based services so customers can unify wired and wireless services.
- B. HPE Aruba Networking Central communicates with specialized hardware devices, rather than APs, to deliver location-based services.
- C. HPE Aruba Networking offers developers access to a GitHub with example scripts for automating the placement of APs on local maps.
- **D. Most HPE Aruba Networking APs can locate themselves with GPS and help automate the placement of APs on maps.**

### Answer: D

Explanation:

The correct answer is D because Aruba Wi-Fi 6/6E/7 APs include an integrated GPS receiver that enables automatic self-location and positioning. This capability allows APs to place themselves on digital floor plans without manual entry, which accelerates deployment of Aruba Location Services in Aruba Central.

Relevant extracts from HPE Aruba Networking documentation:

- \* "Aruba Wi-Fi 6 and Wi-Fi 6E APs feature integrated GPS receivers that enable automated AP placement on maps in Aruba Central."
- \* "This self-locating capability sets Aruba APs apart from the competition, where AP placement is typically a manual process."
- \* "By automating AP map placement, Aruba reduces deployment time and ensures higher accuracy for location-based services such as indoor navigation, asset tracking, and IoT visibility." Why the other options are incorrect:
- \* B Location-based services are delivered via APs with integrated GPS and cloud-based services in Aruba Central, not switches.
- \* C While developer tools exist, GitHub scripts are not the defining feature of Aruba's differentiation in LBS.
- \* D Aruba Central does not rely on external specialized devices; it uses Aruba APs with embedded GPS capabilities.

#### References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba Location Services and GPS-Enabled APs - Technical Overview
- \* Aruba Central Deployment Guide - Indoor Location and Mapping
- \* Aruba Wi-Fi 6/6E AP Data Sheets - Integrated GPS Capabilities
- \* Aruba ESP Value Differentiators - Location-Based Services

#### NEW QUESTION # 27

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

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

#### Answer: B

##### 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 # 28

A senior IT manager tells you that she wants network admins to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking deliver the senior IT manager's desired outcome?

- A. HPE Aruba User Experience Insight (UXI) helps IT determine why data center applications are not performing as well as they should.
- B. HPE Aruba Networking APs and switches rely on the Network Analytics Engine (NAE) to automate the onboarding of devices.
- **C. HPE Aruba Networking Central with AI for Networking accelerates IT troubleshooting by providing ML-based, real-time insights, and recommendations.**
- D. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

#### Answer: C

##### Explanation:

The correct answer is A because Aruba Central with AI for Networking leverages machine learning-driven analytics and insights to automatically identify and resolve network performance issues. This minimizes the time IT teams spend on manual troubleshooting, allowing them to focus on strategic initiatives.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "Aruba Central delivers AI-powered insights and prescriptive recommendations that help IT identify and resolve problems faster, reducing troubleshooting time from hours or days to minutes."
- \* "By applying AI/ML and advanced analytics, Aruba Central proactively detects anomalies and provides root-cause analysis, minimizing downtime and freeing IT resources."
- \* "AI for IT operations in Aruba Central accelerates troubleshooting with real-time network health insights and automated remediation guidance." Why the other options are incorrect:
- \* BClearPass is primarily for secure access control and policy enforcement, not network performance monitoring and troubleshooting.
- \* CThe Network Analytics Engine (NAE) is a built-in feature of Aruba CX switches for custom telemetry and automation, but it is not designed for broad troubleshooting acceleration across the entire network.
- \* DUXI is a valuable solution for end-user experience monitoring, but it complements rather than replaces AI-driven troubleshooting across the full infrastructure. The senior IT manager's outcome of reducing admin troubleshooting time maps most directly to AI in Aruba Central.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba Central AI for Networking - Solution Overview
- \* Aruba ESP (Edge Services Platform) - Technical White Paper
- \* Aruba AIOps for Centralized IT Operations - Deployment Guide
- \* Aruba Central AI-Powered Troubleshooting and Root Cause Analysis - Product Brief

## NEW QUESTION # 29

What is one business outcome that HPE Aruba Networking Dynamic Segmentation helps customers achieve?

- A. Pushing location-based services to many different types of wireless and Bluetooth clients.
- B. Optimizing performance using actionable recommendations provided by HPE Aruba Networking Central.
- C. Running network upgrades on a rolling basis to reduce downtime and maintenance windows.
- D. Separating different types of users' traffic without complex manual configuration.

### Answer: D

Explanation:

The correct answer is A because Aruba's Dynamic Segmentation enables organizations to automatically separate and secure traffic for different users, devices, and applications without requiring complex VLANs or manual configuration. It applies consistent security and access policies across wired and wireless networks, simplifying operations and ensuring least-privilege access.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "Dynamic Segmentation eliminates the need for complex VLAN configurations by automatically applying role-based policies to users and devices wherever they connect."
- \* "By unifying policy enforcement across wired, wireless, and WAN, IT can securely segment traffic for IoT, guest, and employee devices without operational complexity."
- \* "Dynamic Segmentation enforces consistent access policies at the point of connection, reducing risk while simplifying day-to-day management."
- \* "Business outcomes include simplified operations, enhanced security, and reduced time-to-service for new devices and applications." Why the other options are incorrect:
- \* B Optimizing performance with AI recommendations is a function of Aruba Central AI for Networking, not Dynamic Segmentation.
- \* C Location-based services are delivered through Aruba Meridian and WLAN infrastructure, not Dynamic Segmentation.
- \* D Rolling upgrades with minimal downtime are enabled by Aruba CX switches and AOS-CX features like hitless upgrades, not Dynamic Segmentation.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba Dynamic Segmentation - Solution Overview
- \* Aruba ESP Security and Zero Trust - Technical White Paper
- \* Aruba ClearPass Policy Manager - Product Guide
- \* Aruba Edge Services Platform (ESP) - Solution Brief

## NEW QUESTION # 30

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