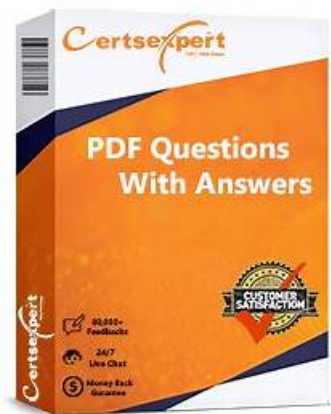# HP HPE2-W12 Latest Test Questions & BraindumpStudy - Leader in Qualification Exams & HPE2-W12: Selling HPE Aruba Networking Solutions

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HP Selling HPE Aruba Networking Solutions Sample Questions (Q33-Q38):

NEW QUESTION # 33
What is one customer need that HPE Aruba Networking Central addresses?

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

Answer: A

Explanation:
The correct answer isBbecause Aruba Central addresses the need for continuous optimization and operational efficiency by providingAI-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:
* Ais incorrect: Aruba Central emphasizes ongoing monitoring, management, and optimization; it is not a
"set and forget" solution.
* Cis incorrect: Aruba Central does not eliminate the need for network admins-it enhances their efficiency, not replaces them.
* Dis 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 # 34
A customer wants to know what makes HPE Aruba Networking ZTNA better than a traditional virtual private network (VPN).
What is one key distinguishing value?

- A. HPE Aruba Networking ZTNA decreases complexity with its on-prem management platform.
- B. HPE Aruba Networking ZTNA shrinks the attack surface by automatically creating and applying least- privilege policies.
- C. The cloud-based solution seamlessly scales to accommodate customers' growing remote workforce.
- D. The cost of the solution is lower than a traditional VPN because HPE Aruba Networking ZTNA uses HPE Aruba Networking gateways.

Answer: B

Explanation:
The correct answer isCbecause Aruba Zero Trust Network Access (ZTNA) fundamentally reduces risk by replacing broad, implicit trust models of VPNs withleast-privilege, identity-based access policies. Instead of giving remote users blanket access to the network, ZTNA dynamically enforcesapplication- and user- specific policies, shrinking the attack surface and preventing lateral movement.
Relevant extracts from official HPE Aruba Networking documentation:
* "ZTNA applies Zero Trust principles by continuously verifying user and device identity and assigning least-privilege access based on contextual factors."
* "Unlike traditional VPNs that extend full network access, Aruba ZTNA provides per-application access, dramatically reducing the attack surface."
* "With automated policy enforcement, Aruba ZTNA ensures secure access while preventing unauthorized lateral movement across the network."
* "ZTNA secures the remote workforce by combining granular access control with Zero Trust segmentation, delivering stronger

security than legacy VPN models." Why the other options are incorrect:
* AScalability is a benefit, but it is not the key distinguishing factor compared to VPN-least-privilege security is the core differentiation.
* BAruba ZTNA is cloud-native, not dependent on an on-prem management platform, so this is inaccurate.
* DLower cost is not the primary positioning; the value lies in enhanced security and reduced risk.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Zero Trust Network Access (ZTNA) - Solution Overview
* Aruba ESP Zero Trust Security - Technical White Paper
* Aruba SSE and ZTNA for Remote Workforce - Product Brief
* Aruba Security and Access Control - Deployment Guide

NEW QUESTION # 35

You are meeting with a potential customer for HPE Aruba Networking data center solutions. Which question best directs the conversation to the benefits of HPE Aruba Networking CX 10000?

- A. What is your company's plan for recovering from a ransomware attack that targets your data center?
- B. How would highly accurate location-based services benefit your organization in managing the data center?
- C. How are you protecting your data center network traffic from cyberattacks?
- D. How are you securing IoT devices so they do not put your network at risk?

Answer: C

Explanation:
The correct answer isAbecause the Aruba CX 10000 Switch Series is designed specifically to address east- west security in the data center by integratingstateful firewalling and distributed services directly into the top-of-rack switch. This provides protection for network traffic within the data center against cyberattacks such as lateral movement, ransomware spread, and insider threats.
Relevant extracts from official HPE Aruba Networking documentation:
* "The Aruba CX 10000 with Pensando provides a unique ability to extend Zero Trust and distributed firewalling deep into the data center, securing traffic east-west at scale."
* "By embedding stateful security services directly in the switching fabric, the CX 10000 eliminates blind spots where east-west traffic would otherwise go unprotected."
* "Organizations can now protect critical workloads from advanced threats by applying segmentation and firewall policies closest to the application." Why the other options are incorrect:
* BSecuring IoT devices is primarily a campus/edge use case (addressed by Aruba Central, ClearPass, and Dynamic Segmentation), not a core CX 10000 differentiator.
* CRansomware recovery is important but focuses on backup/restore and disaster recovery, not the proactive in-fabric security benefits of CX 10000.
* DLocation-based services are a WLAN and edge networking capability, not relevant to data center switching.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba CX 10000 Switch Series with Pensando - Product Overview / Data Sheet
* Aruba ESP Data Center Networking - Solution Overview
* Aruba Zero Trust and Distributed Services Architecture - Technical White Paper
* HPE Aruba Networking Competitive Positioning for Data Center Solutions

NEW QUESTION # 36

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 is the only vendor to offer endpoint security agents specifically designed for IoT devices.
- B. HPE Aruba Networking is the first vendor to achieve ICSA Labs' certification for IoT inventory management.
- C. 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.
- D. 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.

Answer: D

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 # 37
Your customer wants to move to a distributed data center architecture but has budget constraints this year.
Which migration approach should you recommend?

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

Answer: A

Explanation:
The correct answer isDbecause Aruba's recommended approach for data center modernization isincremental 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, includingZero 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:
* AManaging third-party switches in Aruba Central may provide monitoring, but it does not deliver the benefits of a distributed Aruba data center architecture.
* BInstalling only two switches at the edge creates a bottleneck and does not represent a scalable or resilient distributed design.
* CPostponing 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 # 38

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