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HP Selling HPE Aruba Networking Solutions Sample Questions (Q19-Q24):

NEW QUESTION # 19
What distinguishes HPE Aruba Networking EdgeConnect SD-WAN from HPE Aruba Networking EdgeConnect SD-Branch?

- A. HPE Aruba Networking EdgeConnect SD-WAN supports LTE while HPE Aruba Networking SD- Branch does not.

- B. HPE Aruba Networking EdgeConnect SD-WAN embeds support for remote workers while HPE Aruba Networking SD-Branch does not.
- C. HPE Aruba Networking EdgeConnect SD-WAN integrates more fully with HPE Aruba Networking wired and mobility solutions.
- D. HPE Aruba Networking EdgeConnect SD-WAN is the lead solution, offering the most advanced AI- optimized SD-WAN features.

Answer: D

Explanation:
The correct answer isCbecause Aruba EdgeConnect SD-WAN is theflagship WAN edge solutiondelivering the most advanced and fully featured SD-WAN capabilities, including application-aware routing, dynamic path selection, WAN optimization, and integrated security (SASE/ZTNA). HPE Aruba explicitly positions EdgeConnect SD-WAN as thelead solution for enterprise WAN transformation, while SD-Branch is tailored for smaller branch sites requiring simpler deployments that unify WAN, LAN, and WLAN under a single architecture.
Relevant extracts from official HPE Aruba Networking documentation:
* "EdgeConnect SD-WAN is the lead solution delivering the highest-performance, fully featured SD- WAN with AI-optimized capabilities."
* "SD-Branch simplifies branch deployments by integrating SD-WAN with LAN and WLAN, but EdgeConnect SD-WAN provides the advanced WAN functionality needed for complex enterprise environments."
* "With EdgeConnect, organizations gain advanced traffic steering, stateful firewalling, and deep application visibility that go beyond the capabilities of SD-Branch."
* "EdgeConnect SD-WAN is designed for enterprise WAN transformation, while SD-Branch is optimized for ease of management and convergence at smaller sites." Why the other options are incorrect:
* Ais incorrect: SD-Branch, not EdgeConnect SD-WAN, is more tightly integrated with Aruba's LAN
/WLAN solutions.
* Bis incorrect: Both EdgeConnect SD-WAN and SD-Branch can support LTE, so this is not a distinguishing factor.
* Dis incorrect: Both solutions can support remote users, but remote workforce security is generally delivered through Aruba SSE/ZTNA solutions, not a unique feature of EdgeConnect SD-WAN.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba EdgeConnect SD-WAN - Solution Overview
* Aruba SD-Branch - Technical White Paper
* HPE Aruba Networking Competitive Guide: SD-WAN vs. SD-Branch
* Aruba ESP WAN Edge - Product Positioning Guide

NEW QUESTION # 20
What common challenge for network admins is created by an expanding remote workforce?

- A. Home equipment often lacks support for Wi-Fi 6.
- B. Data center networks are not designed to receive so much external traffic.
- C. The shift in traffic away from the campus makes optimization difficult.
- D. Typical VPN solutions are complex and take a lot of time to support.

Answer: D

Explanation:
The correct answer isBbecause as remote workforces expand,traditional VPN solutionshave become a major challenge for IT teams. VPNs are complex to scale, create management overhead, and introduce performance bottlenecks. HPE Aruba Networking highlights that organizations increasingly need to move from VPN-based access toZero Trust Network Access
(ZTNA)andSASEmodels to simplify operations and improve security.
Relevant extracts from official HPE Aruba Networking documentation:
* "Traditional VPNs are complex, hard to scale, and increase operational burden for IT teams supporting large remote workforces."
* "Remote workforce expansion has exposed the limitations of VPN architectures, including poor user experience, difficulty scaling, and excessive troubleshooting requirements."
* "ZTNA provides a simplified alternative to VPN by offering application-specific access with least privilege, reducing complexity and support requirements."
* "With Aruba's SSE and ZTNA solutions, organizations can eliminate VPN sprawl while improving both security and user experience." Why the other options are incorrect:
* AWhile external traffic does increase, modern data centers are designed to handle distributed traffic patterns-this is not the primary challenge.

* CLack of Wi-Fi 6 support at home is a limitation but not a core IT admin challenge.
* DTraffic shift away from campus is true, but the bigger issue is the complexity of managing VPN solutions for remote users.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba ZTNA and SSE - Solution Overview
* Aruba ESP Remote Workforce - Technical White Paper
* Aruba Zero Trust Security for Remote Access - Product Brief
* HPE Aruba Networking Business Continuity and Remote Access - Deployment Guide

NEW QUESTION # 21
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 simplify the process of designing and selling network-as-a-service solutions to customers.
* C. They enable you to sell HPE Aruba Networking solutions not available as traditional purchases.
* D. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.

Answer: B

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 # 22
What is a common challenge driving customers to upgrade their networks?

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

Answer: D

Explanation:
The correct answer isBbecause one of the most common drivers for network upgrades is thatlegacy 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:
* ACore-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 # 23

Which characteristic indicates a good opportunity for an HPE GreenLake for Networking solution?

- A. Preferring to use network equipment beyond typical refresh cycles.
- B. Being focused on budget and price-per-unit.
- C. Reducing operational risk.
- D. Preferring in-house support and maintenance.

Answer: C

Explanation:
The correct answer isDbecauseHPE GreenLake for Networkingis designed for organizations seekingas-a- service consumption modelsthat deliver flexibility, scalability, and reduced operational risks. Customers benefit from predictable monthly costs, reduced CapEx burden, and the ability to scale capacity on demand.
Additionally, GreenLake incorporatesHPE's expertise in monitoring, managing, and supporting infrastructure, which lowers operational risk by offloading routine management tasks to experts.
Relevant extracts from HPE Aruba Networking documentation:
* "GreenLake for Networking helps customers reduce operational risk by combining Aruba solutions with consumption-based IT models that are fully managed and supported."
* "Organizations adopt GreenLake when they want to avoid the risks of overprovisioning or underprovisioning infrastructure, while maintaining agility and financial flexibility."
* "GreenLake delivers networking-as-a-service, aligning costs with actual usage and shifting risk away from the customer's IT operations team."
* "The primary opportunity arises with customers seeking to lower operational risk while gaining predictable costs and simplified lifecycle management." Why the other options are incorrect:
* APrice-per-unit focus does not align with consumption models like GreenLake, which emphasize service value and outcomes, not unit pricing.
* BGreenLake isdelivered and supported by HPE/partners, not designed for organizations preferring fully in-house operations.
* CUsing equipment beyond refresh cycles isoppositeof GreenLake's model, which ensures technology remains current without heavy upfront investments.
References (HPE Aruba Networking Solutions / Study Guides):
* HPE GreenLake for Aruba Networking - Solution Overview
* HPE GreenLake for Networking Technical White Paper
* Aruba ESP and GreenLake Consumption Models - Study Guide
* HPE GreenLake Customer Benefits Guide

NEW QUESTION # 24

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