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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q30-Q35):

### NEW QUESTION # 30

What is one advantage of HPE Aruba Networking private 5G?

- A. Organizations can repurpose their existing HPE Aruba Networking APs for private 5G.

- B. Organizations can manage their 5G network with HPE Aruba Networking Fabric Composer.
- C. It simplifies deployment by providing a one-size-fits-all solution.
- D. It provides a complete solution for ultra-reliable, high-performance connectivity.

**Answer: D**

Explanation:

The correct answer is C because HPE Aruba Networking Private 5G delivers a comprehensive solution for ultra-reliable, high-performance wireless connectivity. It is designed for environments where Wi-Fi alone may not be sufficient, such as industrial IoT, manufacturing, ports, healthcare, and large-scale enterprise campuses. The solution ensures low latency, high availability, and secure connectivity tailored for mission-critical applications.

Relevant extracts from HPE Aruba Networking documentation:

- \* "Aruba Private 5G provides a complete solution, including core, radios, SIM/eSIM management, and integration with Aruba Central, to deliver high-performance wireless connectivity."
- \* "The solution addresses use cases that require ultra-reliable, high-throughput, and low-latency performance."
- \* "Private 5G complements Aruba Wi-Fi by extending coverage, capacity, and reliability in environments with demanding requirements."
- \* "HPE GreenLake for Private 5G delivers a fully integrated solution as-a-service, simplifying adoption while ensuring enterprise-grade performance." Why the other options are incorrect:
- \* A Private 5G is not a one-size-fits-all; it is tailored for enterprise use cases with flexible deployment options.
- \* B Aruba Wi-Fi APs cannot be repurposed for private 5G; 5G requires dedicated radios and infrastructure.
- \* D Fabric Composer manages data center fabrics, not private 5G networks. Private 5G management is integrated into Aruba Central and HPE GreenLake platforms.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba Private 5G Solution Overview
- \* HPE GreenLake for Private 5G Technical White Paper
- \* Aruba ESP: Integrating Wi-Fi and Private 5G - Study Guide
- \* Aruba Networking for Mission-Critical Wireless - Technical Brief

## NEW QUESTION # 31

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

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

**Answer: A**

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

### NEW QUESTION # 32

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

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

**Answer: C**

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 # 33

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

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

**Answer: A**

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:

- \* AAruba networking solutions are still available via traditional purchase models; GreenLake is an additional consumption option, not an exclusive one.
  - \* BGreenLake is not about lease agreements-it is a true consumption-based, pay-as-you-use model.
  - \* CWhile 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 # 34

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

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

**Answer: B**

Explanation:

The correct answer is 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 # 35

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