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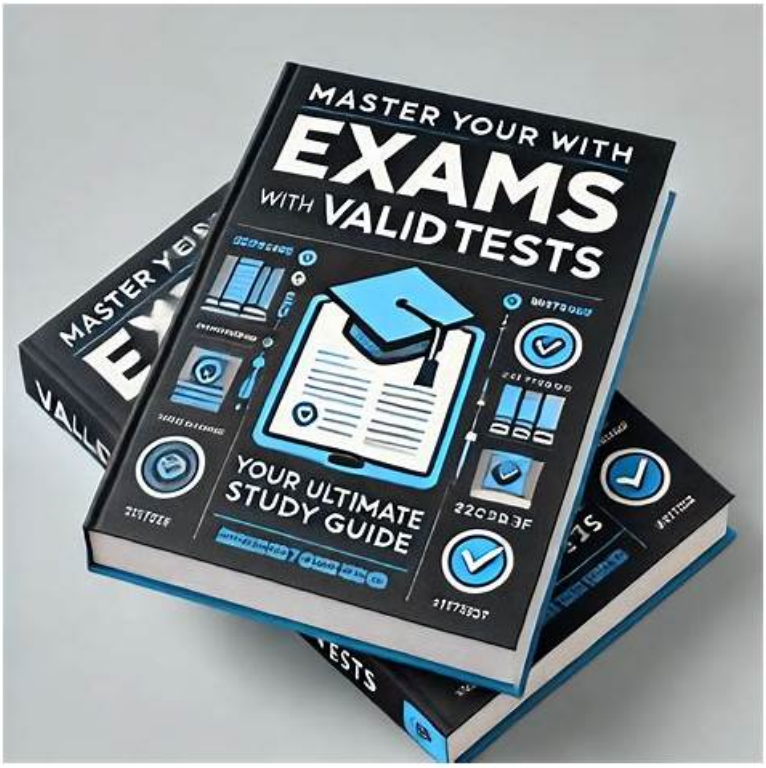

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HP Selling HPE Aruba Networking Solutions Sample Questions (Q61-Q66):

NEW QUESTION # 61
A customer needs to secure IoT devices that cannot run traditional endpoint security software.
Which Aruba feature should be highlighted?

- A. Manual ACL configuration
- B. NAT routing
- C. Static VLANs
- D. Dynamic Segmentation

Answer: D

Explanation:
Dynamic segmentation automatically assigns policies and segmentation rules based on user or device identity.

NEW QUESTION # 62
Your customer wants to move to a distributed data center architecture but has budget constraints this year.
Which migration approach should you recommend?

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

Answer: D

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 # 63
What is a primary advantage of cloud-managed networking?

- A. Requires more hardware
- B. Eliminates wireless networking
- C. Centralized management
- D. Prevents automation

Answer: C

Explanation:
Cloud platforms like Aruba Central allow management of networks from a single dashboard.

NEW QUESTION # 64
A senior IT manager tells you that she wants IT staff members 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 Networking Edge-to-Cloud solutions rely on AI to automate the onboarding of devices.
- B. HPE Aruba User Experience Insight (UXI) helps IT determine why data center applications are not performing as well as they should.
- C. HPE Aruba Networking Central with AI for Networking accelerates troubleshooting by providing insights and recommendations that help remedy issues.
- D. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

Answer: C

Explanation:
The correct answer isDbecause Aruba Central with AI for Networking leveragesmachine learning and AI- powered insightsto accelerate troubleshooting, provide root-cause analysis, and deliver prescriptive recommendations. This reduces the time IT staff spends on manual problem-solving, freeing them to focus on innovation and strategic initiatives.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba Central with AIOps accelerates troubleshooting by automatically identifying anomalies, pinpointing root causes, and providing prescriptive recommendations."
* "By reducing mean time to resolution (MTTR), Aruba Central enables IT teams to shift focus from reactive firefighting to proactive innovation."
* "AI Insights and AI Assist capabilities within Central simplify operations by automating repetitive tasks and providing contextual recommendations to resolve issues quickly."
* "This ensures that network performance issues are addressed before they affect users, minimizing downtime and IT overhead."
Why the other options are incorrect:
* AClearPass focuses on access control and policy enforcement, not AI-driven troubleshooting acceleration.
* BUXI provides valuable end-user experience monitoring but does not deliver AI-driven root cause analysis across the infrastructure.
* CAutomated onboarding is not the primary driver of reducing troubleshooting time-it's about operational AI for problem detection and resolution in Central.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Central AIOps and Troubleshooting - Solution Overview
* Aruba ESP (Edge Services Platform) - Technical White Paper
* Aruba AI Insights and AI Assist - Product Brief
* Aruba Central AI-Powered Operations - Deployment Guide

NEW QUESTION # 65
What is one of the advantages of selling HPE GreenLake for Networking Service Packs?

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

Answer: A

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 # 66
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There are other drivers of the shift to the cloud, including: The shift HPE2-W12 to mobile computing is increasingly requiring cloud storage so files are easily available across multiple devices and geographies.

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