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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q21-Q26):

### NEW QUESTION # 21

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 is A because the Aruba CX 10000 Switch Series is designed specifically to address east- west security in the data center by integrating stateful 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:
  - \* B Securing IoT devices is primarily a campus/edge use case (addressed by Aruba Central, ClearPass, and Dynamic Segmentation), not a core CX 10000 differentiator.
  - \* C Ransomware recovery is important but focuses on backup/restore and disaster recovery, not the proactive in-fabric security benefits of CX 10000.
  - \* D Location-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 # 22

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

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

### 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.

\* 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 # 23

A customer has many small sites that connect over a wide area network (WAN) to the customer's data center and access the Internet from there. Due to changes in traffic patterns, the CIO now wants to stop sending Internet-bound traffic through the data center, but the Head of IT Security is concerned about potential security risks from that change. What benefit of HPE Aruba Networking solutions should you emphasize?

- A. HPE Aruba Networking offers SD-WAN solutions for branches with built-in next-generation firewall capabilities.
- B. HPE Aruba Networking offers branch-in-the-box solutions with all the services branches require, so branch devices no longer need to send traffic to the Internet.
- C. HPE Aruba Networking Fabric Composer automatically establishes a secure fabric across all the customer's sites.
- D. HPE Aruba Networking solutions optimize network speeds to such a high degree that the company can continue sending all traffic through the data center.

#### Answer: A

Explanation:

The correct answer is C because HPE Aruba Networking EdgeConnect SD-WAN provides secure local Internet breakout at branch sites with integrated next-generation firewall (NGFW) and security features.

This allows Internet-bound traffic to be securely routed directly from the branch instead of being backhauled through the data center, while still ensuring full visibility and threat protection.

Relevant extracts from HPE Aruba Networking documentation:

- \* "Aruba EdgeConnect SD-WAN enables local Internet breakout with integrated NGFW and IDS/IPS capabilities, reducing latency while ensuring strong security."
- \* "This approach eliminates the inefficiencies of backhauling SaaS and Internet traffic to the data center, without compromising security posture."
- \* "Built-in security services in Aruba SD-WAN address the CIO's need for performance and the CISO's need for risk mitigation."
- \* "Aruba EdgeConnect integrates with SSE and SASE frameworks to extend security policies consistently across all branch sites."

Why the other options are incorrect:

- \* A Keeping all traffic routed through the data center defeats the purpose of modern SD-WAN and SaaS-optimized architectures.
- \* B While Aruba provides branch-in-a-box solutions, the specific concern here is security for Internet breakout, addressed by SD-WAN with NGFW.
- \* D Fabric Composer is a data center fabric orchestration tool, not designed for WAN/branch security.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba EdgeConnect SD-WAN Technical Overview
- \* Aruba Edge-to-Cloud Security White Paper
- \* Aruba SASE and SD-WAN Integration Guide
- \* Aruba ESP Branch Solutions Study Guide

### NEW QUESTION # 24

What is one way organizations can ensure their wireless network is always available?

- A. Use HPE Aruba Networking CX features to orchestrate software switch updates without causing downtime.
- B. Use HPE Aruba Networking ClearPass Device Insight to proactively detect issues before they cause problems.
- C. Receive troubleshooting insights from HPE Aruba Networking ClearPass Policy Manager.
- D. Use HPE Aruba Networking Fabric Composer to create a resilient software fabric for the wireless network.

#### Answer: A

Explanation:

The correct answer is B because Aruba CX switches include advanced features such as hitless upgrades (In-Service Software Upgrades, ISSU) and intelligent orchestration tools that allow software updates and changes to be performed without downtime. This

ensures continuous availability for the wireless infrastructure, as access points rely on the wired underlay provided by CX switching. Keeping the wired foundation resilient is critical to ensuring the wireless network remains available at all times.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "Aruba CX switches deliver high availability with features like hitless software upgrades and live patching, ensuring nonstop operations."
- \* "With Aruba CX automation and orchestration, IT teams can roll out software updates without service disruption, guaranteeing continuous connectivity for dependent wireless networks."
- \* "The always-on architecture of Aruba CX ensures resiliency and maximizes uptime for enterprise wireless deployments."
- \* "Continuous availability is achieved by eliminating planned downtime during upgrades, a key requirement for supporting critical wireless networks." Why the other options are incorrect:
  - \* AClearPass Policy Manager provides secure access control and policy enforcement but does not ensure wireless network availability.
  - \* CClearPass Device Insight focuses on device visibility and profiling, not proactive wireless availability assurance.
  - \* DFabric Composer is designed for data center fabric automation, not wireless availability.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba CX Switches - High Availability and In-Service Software Upgrade (ISSU) Overview
- \* Aruba ESP Always-On Infrastructure - Technical White Paper
- \* Aruba CX Automation and Orchestration - Solution Brief
- \* Aruba Campus and Branch Networking with Aruba CX - Deployment Guide

## NEW QUESTION # 25

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

### Answer: A

Explanation:

The correct answer is D because Aruba Central with AI for Networking leverages machine learning and AI-powered insights to 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 # 26

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