

# Pass Guaranteed Quiz HPE2-W12 - Selling HPE Aruba Networking Solutions—Valid Valid Test Discount



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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q36-Q41):

### NEW QUESTION # 36

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

**Answer: D**

Explanation:

The correct answer is C because Aruba Zero Trust Network Access (ZTNA) fundamentally reduces risk by replacing broad, implicit trust models of VPNs with least-privilege, identity-based access policies. Instead of giving remote users blanket access to the network, ZTNA dynamically enforces application- 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:
  - \* A Scalability is a benefit, but it is not the key distinguishing factor compared to VPN-least-privilege security is the core differentiation.
  - \* B Aruba ZTNA is cloud-native, not dependent on an on-prem management platform, so this is inaccurate.
  - \* D Lower 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 # 37**

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 ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.
- 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 Edge-to-Cloud solutions rely on AI to automate the onboarding of devices.

**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:

- \* A ClearPass 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 # 38

What is one advantage of upgrading to HPE Aruba Networking 700 Series APs?

- A. They are the only APs HPE Aruba Networking offers that support the 600 GHz band.
- B. They improve accuracy for location-based services from 2m to less than 1m
- C. They can be managed by HPE Fabric Composer.
- D. They can function as both APs and gateways for switches.

### Answer: B

Explanation:

The correct answer is Dbecause Aruba 700 Series APs (Wi-Fi 6E capable) offerultra-precise location-based serviceswith accuracy improved from approximately 2 meters to less than 1 meter. This enhancement is enabled byfine time measurement (FTM), advanced radio capabilities, and integrated Bluetooth 5. This makes them ideal for organizations requiring high-precision location tracking in environments such as healthcare, retail, and smart buildings.

Relevant extracts from official HPE Aruba Networking documentation:

\* "Aruba 700 Series Wi-Fi 6E APs deliver enhanced location accuracy, improving positioning precision from 2 meters to sub-1-meter levels."

\* "With integrated Bluetooth 5 and fine time measurement (FTM), these APs enable advanced location services including asset tracking and indoor navigation"

\* "Improved accuracy supports critical business use cases such as proximity-based services, asset visibility, and IoT device management."

\* "The 700 Series represents a significant step forward in Aruba's ability to deliver context-aware networking and location-based intelligence." Why the other options are incorrect:

\* AFabric Composer is a data center fabric management solution, not used for managing APs.

\* B600 GHz band support is not a Wi-Fi standard; Aruba APs support2.4 GHz, 5 GHz, and 6 GHz(Wi- Fi 6E), not 600 GHz.

\* CAPs do not function as gateways for switches; Aruba's architecture separates wireless AP roles from switching infrastructure.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba 700 Series Wi-Fi 6E Access Points - Solution Overview
- \* Aruba Location Services and Indoor Positioning - Technical Guide
- \* Aruba ESP for Healthcare and Retail - Product Brief
- \* Aruba 700 Series Access Point Data Sheet

## NEW QUESTION # 39

What is one security feature that acts as a distinguishing value of HPE Aruba Networking Central?

- A. AI-based security recommendations for firmware upgrades.
- B. Filtering of remote users' access to SaaS applications to prevent data loss.
- C. Ability to encrypt traffic in the wireless network.
- D. A stateful firewall to filter VM-to-VM traffic in the data center.

### Answer: A

Explanation:

The correct answer is Dbecause Aruba Central leveragesAI-driven security intelligenceto provide proactive recommendations, including firmware and configuration updates, to mitigate vulnerabilities and strengthen overall network security. This capability distinguishes Central by combiningAI for networking (AIOps)with security posture management, ensuring that networks remain resilient against emerging threats.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "Aruba Central delivers AI-based security recommendations to identify configuration gaps and suggest firmware updates that address known vulnerabilities."
- \* "AI Insights proactively highlight risks and provide prescriptive remediation guidance, reducing exposure and improving compliance with Zero Trust frameworks."
- \* "Security recommendations in Central allow IT administrators to preview and apply changes that minimize risk without manual research or analysis."
- \* "By combining AI-driven analytics with automated security posture management, Aruba Central simplifies protecting distributed networks." Why the other options are incorrect:
  - \* AStateful firewalling for VM-to-VM traffic is a data center CX 10000 feature, not Aruba Central.
  - \* BTraffic encryption in wireless networks is provided through Wi-Fi security standards (e.g., WPA3), not a Central-specific differentiator.
  - \* CFiltering SaaS access is typically part of Secure Access Service Edge (SASE) or ZTNA solutions, not Aruba Central's native role.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba Central AI-Powered Security and Operations - Solution Overview
- \* Aruba ESP Zero Trust and Security Posture Management - White Paper
- \* Aruba Central AI Insights and Recommendations - Product Brief
- \* Aruba Central Security Automation and Compliance - Deployment Guide

#### NEW QUESTION # 40

What is one of the advantages of selling HPE GreenLake for Networking Service Packs?

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

**Answer: C**

Explanation:

The correct answer is B because HPE GreenLake for Networking Service Packs are 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 provide standardized offerings that 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:
  - \* A Intelligent Operations is not tied to discounted pricing through Service Packs.
  - \* C Service Packs are standardized, not fully customizable; customization is available through broader GreenLake engagements.
  - \* D GreenLake Service Packs do not exist to sell "unavailable" solutions but to simplify how existing Aruba solutions are 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 # 41

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Patrick lives with his wife and children in Los Gatos, California. The simple HPE2-W12 reality is that physical access is the most direct path to malicious activity, including unauthorized access, theft, damage, and destruction.

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