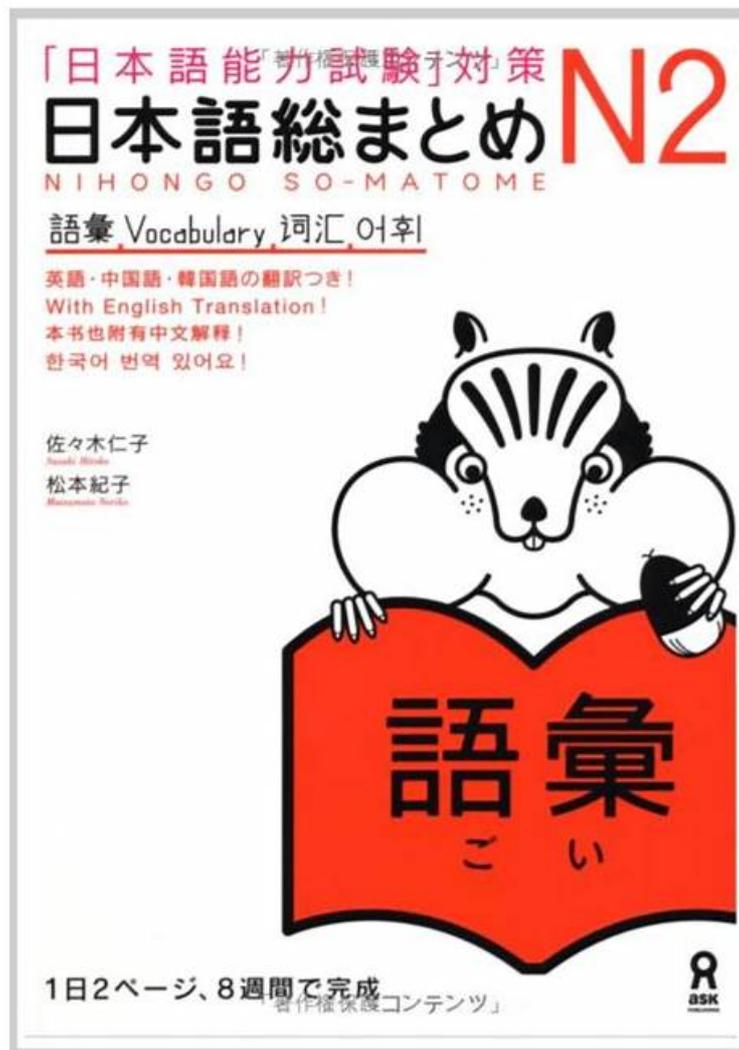


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HP Selling HPE Aruba Networking Solutions 認定 HPE2-W12 試験問題 (Q23-Q28):

質問 # 23

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

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

正解: B

解説:

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

* Aruba Edge Services Platform (ESP) - Solution Brief

質問 # 24

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. How would highly accurate location-based services benefit your organization in managing the data center?
- B. What is your company's plan for recovering from a ransomware attack that targets your 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?

正解: C

解説:

The correct answer is C 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:

* BSecuring IoT devices is primarily a campus/edge use case (addressed by Aruba Central, ClearPass, and Dynamic Segmentation), not a core CX 10000 differentiator.

* CRansomware recovery is important but focuses on backup/restore and disaster recovery, not the proactive in-fabric security benefits of CX 10000.

* DLocation-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

質問 # 25

What is one customer need that HPE Aruba Networking Central addresses?

- A. Managing each network silo with tools specialized for that silo's needs.
- B. Eliminating the need for network admins and letting server admins maintain the network.
- **C. Optimizing network performance through actionable AI recommendations.**
- D. Deploying the network and then letting it run without further management and monitoring.

正解: C

解説:

The correct answer is B because Aruba Central addresses the need for continuous optimization and operational efficiency by providing AI-driven recommendations, anomaly detection, and performance insights. These capabilities help network admins proactively manage performance, improve user experience, and reduce troubleshooting overhead.

Relevant extracts from official HPE Aruba Networking documentation:

* "Aruba Central leverages AI/ML to provide actionable insights and recommendations to optimize network performance."

* "By continuously monitoring the health of the network and user experience, Aruba Central ensures IT can proactively identify and resolve issues."

* "AI recommendations empower IT staff to focus on strategic initiatives rather than reactive troubleshooting, enhancing operational efficiency."

* "Aruba Central transforms operations by consolidating management across LAN, WLAN, and WAN, while improving performance with automated optimization." Why the other options are incorrect:

* A is incorrect: Aruba Central emphasizes ongoing monitoring, management, and optimization; it is not a "set and forget" solution.

* C is incorrect: Aruba Central does not eliminate the need for network admins-it enhances their efficiency, not replaces them.

* D is incorrect: Aruba Central's strength is breaking down silos by unifying management across wired, wireless, and WAN, not managing them separately.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba Central AI-Powered Network Operations - Solution Overview

* Aruba ESP (Edge Services Platform) - Technical White Paper

* Aruba AIOps and AI Recommendations - Product Brief

* Aruba Central Unified Infrastructure Management - Deployment Guide

質問 # 26

A customer expresses this key business objective of wanting to deploy IoT more securely. What is one way HPE Aruba Networking solutions help customers achieve this goal?

- A. HPE Aruba Networking Fabric Composer helps customers build secure tunnels between IoT devices and the data center, where the IoT traffic is segmented and filtered to eliminate threats.
- B. HPE Aruba Networking is the first vendor to achieve ICSA Labs' certification for IoT inventory management.
- **C. HPE Aruba Networking solutions identify various types of IoT devices with high confidence and offer policy recommendations to make it simple to implement least privilege access.**

- D. HPE Aruba Networking is the only vendor to offer endpoint security agents specifically designed for IoT devices.

正解: C

解説:

The correct answer is A because Aruba Networking solutions such as ClearPass Device Insight and Aruba Central Client Insights are designed to discover, classify, and monitor IoT devices with high confidence.

Once identified, Aruba solutions apply role-based and least-privilege access policies automatically, closing security gaps caused by unmanaged or unknown IoT devices. This is a critical business outcome for organizations that need to secure IoT without adding complexity.

Relevant extracts from official HPE Aruba Networking documentation:

* "Aruba solutions provide full-spectrum visibility to automatically identify and classify IoT devices using AI/ML-based fingerprinting."

* "ClearPass Device Insight integrates with Aruba Central to deliver high-confidence device identification and policy recommendations for secure access."

* "Dynamic Segmentation enforces consistent, least-privilege policies for IoT, BYOD, and corporate devices, reducing risk without increasing operational complexity."

* "By automating IoT device discovery and access policy enforcement, Aruba simplifies secure IoT adoption at scale." Why the other options are incorrect:

* B Fabric Composer is a data center automation tool, not designed for IoT device segmentation or policy enforcement at the edge.

* C Aruba does not require IoT endpoint agents; most IoT devices cannot support agents, so Aruba uses agentless profiling and network-based enforcement.

* D Aruba does not market ICSA Labs certification for IoT inventory management-this is not part of its official solution positioning.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba ClearPass Device Insight - Solution Overview

* Aruba Central Client Insights - Product Brief

* Aruba ESP Zero Trust Security for IoT - White Paper

* Aruba Dynamic Segmentation - Technical Guide

質問 # 27

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 offer their customers a significantly lower price per unit cost than a traditional networking purchase.
- **C. They can include their company's services as part of an HPE GreenLake for Networking solution.**
- D. They can sell HPE Aruba Networking solutions that are not available as traditional purchases.

正解: C

解説:

The correct answer is B 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.

* C While 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

質問 #28

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