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

### NEW QUESTION # 36

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 simplify the process of designing and selling network-as-a-service solutions to customers.**
- C. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
- D. They enable you to provide customers with fully customizable network-as-a-service solutions.

**Answer: B**

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 # 37

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

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

**Answer: D**

Explanation:

The correct answer is D because Aruba 700 Series APs (Wi-Fi 6E capable) offer ultra-precise location-based services with accuracy improved from approximately 2 meters to less than 1 meter. This enhancement is enabled by fine 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:

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

\* B 600 GHz band support is not a Wi-Fi standard; Aruba APs support 2.4 GHz, 5 GHz, and 6 GHz (Wi-Fi 6E), not 600 GHz.

\* C APs 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 # 38

You are meeting with a data center manager about upgrading switches in the data center. Which topic should you discuss to start the conversation about HPE Aruba Networking CX switches?

- **A. Challenges with implementing zero trust security in the data center.**
- B. Need for advanced, location-based services to enhance users' experiences.
- C. Whether the customer knows how many devices are connected in the data center.
- D. The need to secure IoT devices so they cannot be used in cyber attacks.

**Answer: A**

Explanation:

The most effective way to open a data-center switching discussion for HPE Aruba Networking CX is to lead with zero-trust and east-west security outcomes. HPE Aruba positions its DC switching and fabric solutions around extending zero-trust segmentation into the data center and enforcing policy consistently across workloads. Relevant statements from official HPE Aruba materials include:

\* "Expand Zero Trust into the data center with unified network and security policies delivering robust server and VM-level microsegmentation."

\* "The CX 10000 extends Zero Trust segmentation deeper into the data center for any type of host."

\* "EVPN-VXLAN natively enables segmenting groups of resources within the data center to support multi-tenancy and separation of hosts by role."

\* "Zero Trust is a model in which no device, user, or network segment is inherently trustworthy and must be continuously verified."

Why D is correct (and the others are weaker openers for DC switching):

\* A (location services) and C (IoT device security) are primarily campus/edge conversations and do not directly showcase Aruba CX data-center strengths.

\* B (device counts) is basic visibility and does not immediately tie to Aruba's DC value differentiators.

\* D maps directly to HPE Aruba's DC value proposition-Zero Trust, microsegmentation, EVPN- VXLAN fabrics, and distributed east-west security-providing a strong, business-relevant entry to discuss Aruba CX 9300/10000, Fabric Composer, and policy-driven segmentation.

References (HPE Aruba Networking Solutions / Study Guides ):

\* HPE Aruba Networking: "Secure, AI-Ready Data Center Networking" (Solution/Portfolio Overview)

\* HPE Aruba Networking CX 10000 Switch Series - "At-a-Glance / Data Sheet"

\* Aruba ESP Data Center Design - "Connectivity Design (Validated Solution Guide)"

\* Aruba Zero Trust Security - "Solution Overview / Technical White Paper"

### NEW QUESTION # 39

A customer needs to deploy IoT more securely. How can HPE Aruba Networking solutions help the customer achieve this objective?

- A. HPE Aruba Networking is the only vendor to offer IoT-centric security solutions without incorporating partnerships.
- B. HPE Aruba Networking offers agents that can easily be installed on IoT devices to encrypt communications.
- **C. HPE Aruba Networking Central with AI for networking helps customers discover and monitor all the devices connected to their network.**
- D. HPE Aruba Networking Fabric Composer helps customers build secure tunnels between IoT devices and the data center.

**Answer: C**

Explanation:

The correct option is B because HPE Aruba Networking Central, combined with AI-powered insights, provides visibility into all devices on the network, including IoT. This allows customers to discover, classify, and monitor IoT endpoints and enforce security policies. HPE emphasizes that IoT devices are often difficult to secure due to their diversity and lack of built-in protections, so network-based discovery and monitoring is critical.

Relevant extracts from official HPE Aruba Networking materials:

"Aruba Central provides AI-powered visibility that automatically identifies and profiles all devices- including IoT-connected to the network, enabling IT to apply consistent security and segmentation policies."

"IoT devices often lack inherent security; Aruba's approach leverages dynamic segmentation, policy enforcement, and AI-driven

monitoring to ensure IoT traffic is visible and secured."

"By using AI-driven Central, organizations can quickly discover rogue, unknown, or misbehaving IoT devices and take automated action to reduce risk." Why the other options are incorrect:

A is inaccurate; HPE Aruba Networking works with an ecosystem of security and IoT partners and does not claim to be the only vendor with IoT-specific security.

C Fabric Composer is a data center automation tool and is not designed to create secure IoT tunnels.

D is incorrect because HPE Aruba Networking does not require agents to be installed on IoT devices, as most IoT endpoints cannot support agents. Instead, Aruba provides agentless discovery and monitoring.

References (HPE Aruba Networking Solutions / Study Guides):

Aruba Central "AI-powered Network Operations and Assurance" Solution Overview Aruba Dynamic Segmentation and Zero Trust Security White Paper Aruba ESP (Edge Services Platform) Technical Overview Aruba ClearPass Device Insight for IoT and Device Discovery

#### NEW QUESTION # 40

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

- A. Connect APs to HPE Aruba Networking CX switches and configure device profiling to prioritize delivering PoE to the APs.
- B. Enable device profiling on the APs to prioritize wireless access for top users and applications.
- C. Receive troubleshooting insights from HPE Aruba Networking ClearPass Policy Manager.
- **D. Use HPE Aruba Networking ClearPass Device Insight to proactively detect issues before they cause problems.**

**Answer: D**

Explanation:

The correct answer is B because ClearPass Device Insight provides continuous visibility and profiling of all devices—including IoT, BYOD, and managed endpoints—on the network. By proactively detecting unknown, rogue, or misbehaving devices before they cause service or security issues, organizations can ensure higher wireless availability and operational continuity.

Relevant extracts from official HPE Aruba Networking documentation:

\* "ClearPass Device Insight leverages machine learning and crowdsourced device fingerprints to automatically discover, classify, and monitor all devices connected to the network."

\* "With proactive detection of abnormal behavior, IT can address issues before they affect network availability or security."

\* "Device Insight closes visibility gaps by identifying unmanaged IoT and BYOD devices, reducing risks that could otherwise disrupt wireless service."

\* "This proactive approach ensures that the wireless network remains resilient and available to support business-critical users and applications." Why the other options are incorrect:

\* A Device profiling on APs alone cannot guarantee availability; it is part of traffic management, not proactive issue detection.

\* CPoE prioritization ensures APs have power but does not address ongoing availability challenges like rogue devices or abnormal behavior.

\* DClearPass Policy Manager enforces access control policies but does not provide proactive device visibility and anomaly detection to maintain availability.

References (HPE Aruba Networking Solutions / Study Guides):

\* Aruba ClearPass Device Insight - Solution Overview

\* Aruba ESP Zero Trust Security and Visibility - White Paper

\* Aruba ClearPass and Central Integration - Technical Guide

\* Aruba Proactive Device Security and Monitoring - Product Brief

#### NEW QUESTION # 41

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