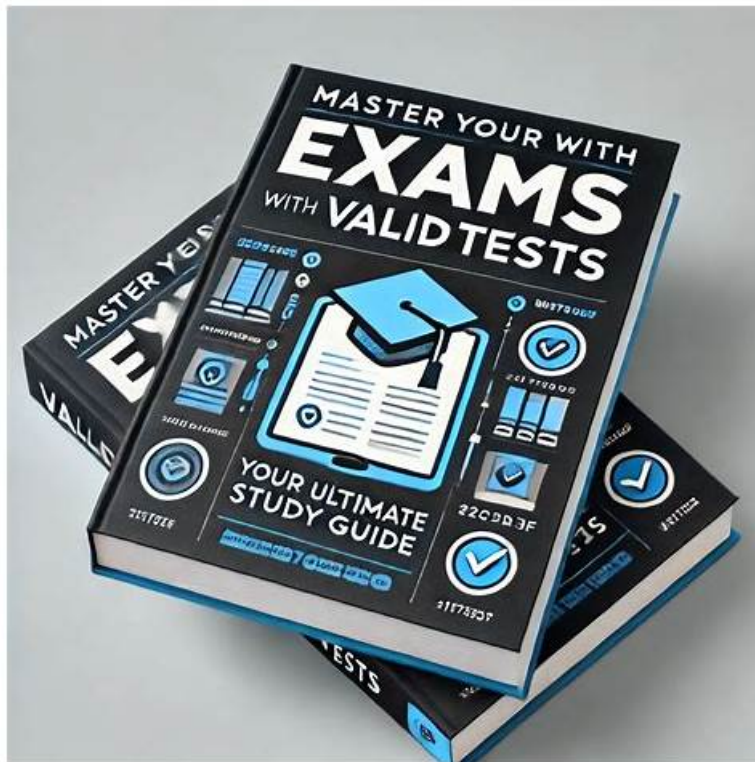


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HP Selling HPE Aruba Networking Solutions Sample Questions (Q38-Q43):

NEW QUESTION # 38

What is one key feature that distinguishes HPE Aruba Networking EdgeConnect SD-WAN from other SD- WAN solutions?

- A. HPE Aruba Networking EdgeConnect SD-WAN ensures that all branch traffic passes through the data center for security purposes while many competitors allow branch traffic direct access to the Internet.
- B. HPE Aruba Networking EdgeConnect SD-WAN offers a higher quality of user experience and a simpler, more automated management experience than most competitors.

- C. HPE Aruba Networking EdgeConnect SD-WAN can interconnect many sites while most competitors can only connect two or three.
- D. HPE Aruba Networking EdgeConnect SD-WAN offers specialized hardware and architectures for branches of different size rather than addressing those use cases with a single architecture.

Answer: B

Explanation:

The correct answer is B because Aruba EdgeConnect SD-WAN differentiates itself with its focus on delivering superior user experience through application-aware routing, AI-powered automation, and centralized orchestration. Compared to competitors, it provides a simpler, more automated operational model that reduces complexity for IT teams while ensuring consistent performance for business-critical applications.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba EdgeConnect SD-WAN delivers a higher quality of experience by dynamically steering traffic across the best available path based on application performance and SLAs."
- * "With a unified orchestration platform, EdgeConnect simplifies WAN management and automates configurations, providing an operational experience that is easier and faster than most competitors."
- * "By leveraging AI-driven insights and automation, EdgeConnect ensures consistent performance while minimizing IT overhead."
- * "The solution is designed to provide both high application performance and simplified operations, aligning with enterprise needs for scale and agility." Why the other options are incorrect:
- * B is incorrect: EdgeConnect does not force all branch traffic through the data center; instead, it optimizes local breakout with security controls, which is a competitive advantage.
- * C is misleading: Site interconnect scalability is not the key differentiator versus competitors; most modern SD-WAN solutions can scale broadly.
- * D is incorrect: EdgeConnect does not rely on multiple architectures for different branch sizes; it uses a single unified platform to address various use cases.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba EdgeConnect SD-WAN - Solution Overview
- * Aruba ESP WAN Edge - Technical White Paper
- * Aruba EdgeConnect Competitive Positioning Guide
- * Aruba SD-WAN AIOps and Automation - Product Brief

NEW QUESTION # 39

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 solutions identify various types of IoT devices with high confidence and offer policy recommendations to make it simple to implement least privilege access.
- B. 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.
- C. HPE Aruba Networking is the only vendor to offer endpoint security agents specifically designed for IoT devices.
- D. HPE Aruba Networking is the first vendor to achieve ICSA Labs' certification for IoT inventory management.

Answer: A

Explanation:

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:

- * BFabric Composer is a data center automation tool, not designed for IoT device segmentation or policy enforcement at the edge.
 - * CAruba does not require IoT endpoint agents; most IoT devices cannot support agents, so Aruba uses agentless profiling and network-based enforcement.
 - * DAruba 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

NEW QUESTION # 40

An IT security admin's priority is to manage the security risks from a growing number of personal and IoT devices on the network. Which feature of HPE Aruba Networking Central should you emphasize?

- **A. HPE Aruba Networking Device Insight provides real-time visibility and monitoring of all devices connected to the network.**
- B. HPE Aruba Networking SD-WAN solutions send traffic to the data center for monitoring and behavior analysis.
- C. HPE Aruba Networking Unified Infrastructure eases integration in a heterogeneous environment and simplifies management.
- D. HPE GreenLake for Networking solutions require management services from HPE Aruba Networking, reducing the risk of human errors.

Answer: A

Explanation:

The correct answer is A because Aruba Central with Device Insight provides real-time discovery, classification, and monitoring of all connected devices-including IoT, BYOD, and corporate endpoints.

This visibility is essential for identifying unmanaged or rogue devices, applying role-based access, and minimizing risks that come from a rapidly expanding device landscape.

Relevant extracts from official HPE Aruba Networking documentation:

* "Device Insight in Aruba Central uses AI/ML to automatically discover and profile all devices, including IoT and personal endpoints, with high confidence."

* "By providing continuous visibility and monitoring, Device Insight enables IT to detect rogue or misbehaving devices before they become a threat."

* "Central integrates with ClearPass to enforce least-privilege access policies based on device type and context."

* "This capability helps security admins close blind spots and manage risks associated with the proliferation of IoT and unmanaged devices." Why the other options are incorrect:

* B GreenLake for Networking is a consumption and service model, not a feature directly tied to IoT and personal device risk management.

* C Unified Infrastructure simplifies multi-domain management but does not directly address device-level visibility and risk.

* D SD-WAN does not solve the IoT/personal device visibility challenge; it is focused on WAN optimization and security.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central Device Insight - Solution Overview
- * Aruba ESP Zero Trust Security for IoT - White Paper
- * Aruba Central and ClearPass Integration - Technical Guide
- * Aruba Client and Device Visibility - Product Brief

NEW QUESTION # 41

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

- A. They can sell HPE Aruba Networking solutions that are not available as traditional purchases.
- **B. They can include their company's services as part of an HPE GreenLake for Networking solution.**
- C. They can convert their existing customers to lease agreements to extend the customer engagement.
- 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 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:

* AAruba networking solutions are still available via traditional purchase models; GreenLake is an additional consumption option, not an exclusive one.

* BGreenLake 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 # 42

What is one feature that sets HPE Aruba Networking location-based services apart from the competition?

- A. HPE Aruba Networking Central communicates with specialized hardware devices, rather than APs, to deliver location-based services.
- **B. Most HPE Aruba Networking APs can locate themselves with GPS and help automate the placement of APs on maps.**
- C. HPE Aruba Networking offers developers access to a GitHub with example scripts for automating the placement of APs on local maps.
- D. The latest HPE Aruba Networking switches provide location-based services so customers can unify wired and wireless services.

Answer: B

Explanation:

The correct answer is B because Aruba Wi-Fi 6/6E/7 APs include an integrated GPS receiver that enables automatic self-location and positioning. This capability allows APs to place themselves on digital floor plans without manual entry, which accelerates deployment of Aruba Location Services in Aruba Central.

Relevant extracts from HPE Aruba Networking documentation:

* "Aruba Wi-Fi 6 and Wi-Fi 6E APs feature integrated GPS receivers that enable automated AP placement on maps in Aruba Central."

* "This self-locating capability sets Aruba APs apart from the competition, where AP placement is typically a manual process."

* "By automating AP map placement, Aruba reduces deployment time and ensures higher accuracy for location-based services such as indoor navigation, asset tracking, and IoT visibility." Why the other options are incorrect:

* BLocation-based services are delivered via APs with integrated GPS and cloud-based services in Aruba Central, not switches.

* CWhile developer tools exist, GitHub scripts are not the defining feature of Aruba's differentiation in LBS.

* DAruba Central does not rely on external specialized devices; it uses Aruba APs with embedded GPS capabilities.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba Location Services and GPS-Enabled APs - Technical Overview

* Aruba Central Deployment Guide - Indoor Location and Mapping

* Aruba Wi-Fi 6/6E AP Data Sheets - Integrated GPS Capabilities

* Aruba ESP Value Differentiators - Location-Based Services

NEW QUESTION # 43

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