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Exam : **HPE2-W12**

Title : **Selling HPE Aruba
Networking Solutions**

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1/7

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HP Selling HPE Aruba Networking Solutions Sample Questions (Q60-Q65):

NEW QUESTION # 60

What is a primary advantage of cloud-managed networking?

- A. Prevents automation
- B. Eliminates wireless networking
- C. Centralized management
- D. Requires more hardware

Answer: C

Explanation:

Cloud platforms like Aruba Central allow management of networks from a single dashboard.

NEW QUESTION # 61

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

Answer: D

Explanation:

The correct answer is C because HPE Aruba Networking Edge Connect 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.

NEW QUESTION # 62

Which feature helps IT teams quickly identify network problems?

- A. DHCP pools
- B. Static routing
- C. Network analytics
- D. VLAN tagging

Answer: C

Explanation:

Aruba's analytics platform provides visibility into application and network performance.

NEW QUESTION # 63

Your customer wants to move to a distributed data center architecture but has budget constraints this year. Which migration approach should you recommend?

- A. Postpone the migration until the organization has the budget to replace all the ToR switches at one time.

- B. Replace the ToR switches in one rack at a time and gain the benefits of improved security in each updated rack.
- C. Recommend the customer manage the existing third-party switches with HPE Aruba Networking Central.
- D. Install two switches that support the distributed data center architecture at the data center edge and route all traffic through those switches.

Answer: B

Explanation:

The correct answer is B because Aruba's recommended approach for data center modernization is incremental adoption-upgrading ToR (Top-of-Rack) switches rack by rack. This allows organizations with budget constraints to gradually gain the benefits of Aruba's distributed architecture, including Zero Trust segmentation, automation, and enhanced security, without requiring a full data center refresh at once. Each rack upgraded contributes to improved resiliency and security while staying within budget.

Relevant extracts from official HPE Aruba Networking documentation:

* "Aruba CX switches support a modular migration path, enabling customers to deploy rack by rack while extending automation and security benefits with each deployment."

* "Organizations can start small, upgrading specific racks or pods, and scale out over time to achieve a fully distributed architecture."

* "By leveraging incremental upgrades, customers can adopt Zero Trust and distributed services without requiring a disruptive forklift replacement."

* "This approach balances budget constraints with immediate benefits, allowing IT to progressively modernize their data center infrastructure." Why the other options are incorrect:

* A Managing third-party switches in Aruba Central may provide monitoring, but it does not deliver the benefits of a distributed Aruba data center architecture.

* B Installing only two switches at the edge creates a bottleneck and does not represent a scalable or resilient distributed design.

* C Postponing migration provides no immediate security or operational benefits, delaying modernization unnecessarily.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba ESP Data Center Design and Migration Guide

* Aruba CX Switching - Modern Data Center Transformation White Paper

* Aruba Zero Trust and Distributed Services in the Data Center - Solution Brief

* Aruba Fabric Composer and EVPN-VXLAN Adoption Guide

NEW QUESTION # 64

What is one way that HPE Aruba Networking solutions close security gaps?

- A. They implement a strict traffic flow in which traffic always flows from the edge to gateways and firewall in the data center and then to its destination.
- B. They offload security filtering and access control to endpoints by deploying HPE Aruba Networking agents to them.
- C. They automate the deployment of predefined policies, which assign access rights based on users' and devices' location.
- D. They make it easier for customers to define and apply consistent policies that follow users wherever they go.

Answer: D

Explanation:

The correct answer is D because HPE Aruba Networking focuses on identity-based, role-driven policies that automatically follow users and devices across the network. This eliminates the need for manual reconfiguration of VLANs or ACLs, ensuring consistent policy enforcement across wired, wireless, and WAN environments. This dynamic, user- and device-centric approach is a cornerstone of Aruba's Zero Trust Security framework.

NEW QUESTION # 65

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