

HPE2-W12 Exam Preparation & HPE2-W12 Valid Exam Testking

| HPE2-W12 | |
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| Exam Name: | Selling HPE Aruba Networking Solutions |
| Exam Type: | Web-based |
| Duration: | 1 hour |
| Number of Questions: | 40 |
| Passing Score: | 70% |

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HP Selling HPE Aruba Networking Solutions Sample Questions (Q15-Q20):

NEW QUESTION # 15

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 offers a higher quality of user experience and a simpler, more automated management experience than most competitors.
- B. HPE Aruba Networking EdgeConnect SD-WAN can interconnect many sites while most competitors can only connect two or three.
- C. 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.
- 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: A

Explanation:

The correct answer is A 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:
- * Bis 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.
- * Cis misleading: Site interconnect scalability is not the key differentiator versus competitors; most modern SD-WAN solutions can scale broadly.
- * Dis 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 # 16

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

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

Answer: A

Explanation:

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.

NEW QUESTION # 17

A customer needs to secure IoT devices that cannot run traditional endpoint security software. Which Aruba feature should be highlighted?

- A. NAT routing
- B. Static VLANs
- C. Manual ACL configuration
- D. Dynamic Segmentation

Answer: D

Explanation:

Dynamic segmentation automatically assigns policies and segmentation rules based on user or device identity.

NEW QUESTION # 18

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.

Answer: B

Explanation:

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.

NEW QUESTION # 19

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

Answer: D

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 # 20

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