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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q25-Q30):

NEW QUESTION # 25

Which outcome could the customer achieve with Network Insights in HPE Aruba Networking Central?

- A. Detect and profile Internet of Things (IoT) devices connected to the network.
- **B. Identify performance issues and follow recommendations for resolving the issue.**
- C. Search for users, endpoints, or locations status; provide a status report; and automatically resolve any issues detected.
- D. Automatically detect any client connecting to the network and block any client with suspicious behavior.

**Answer: B**

Explanation:

The correct answer is B because Aruba Network Insights, a feature of Aruba Central's AI-powered operations (AIOps), focuses on identifying performance issues and providing actionable, prescriptive recommendations to resolve them. This enables IT teams to proactively address network issues before they impact end users, improving operational efficiency and minimizing downtime.

Relevant extracts from official HPE Aruba Networking documentation:

\* "Aruba Central AIOps with Network Insights provides actionable recommendations to resolve network performance issues."

\* "AI/ML-based analytics continuously monitor network health, identifying anomalies and performance degradations."

\* "By offering prescriptive guidance, Central reduces mean time to resolution (MTTR) and empowers IT teams to optimize the network."

\* "Network Insights transforms reactive troubleshooting into proactive operations by identifying issues early and suggesting corrective actions." Why the other options are incorrect:

\* B Blocking suspicious clients is part of ClearPass Policy Manager and Zero Trust enforcement, not Network Insights.

\* C Searching for users and endpoints with automated resolution aligns more with ClearPass and Client Insights, not Network Insights.

\* D IoT profiling is handled by Device Insight, not Network Insights.

References (HPE Aruba Networking Solutions / Study Guides):

\* Aruba Central AIOps and Network Insights - Solution Overview

\* Aruba ESP AI-Powered Troubleshooting - White Paper

\* Aruba Central AI Insights and Recommendations - Product Brief

\* Aruba Central Performance Optimization - Deployment Guide

## NEW QUESTION # 26

What is one of the advantages of selling HPE GreenLake for Networking Service Packs?

- A. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
- B. They enable you to provide customers with fully customizable network-as-a-service solutions.
- **C. They simplify the process of designing and selling network-as-a-service solutions to customers.**
- D. They enable you to sell HPE Aruba Networking solutions not available as traditional purchases.

**Answer: C**

Explanation:

The correct answer is C 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 # 27

What common challenge for network admins is created by an expanding remote workforce?

- A. Home equipment often lacks support for Wi-Fi 6.
- **B. Typical VPN solutions are complex and take a lot of time to support.**
- C. The shift in traffic away from the campus makes optimization difficult.
- D. Data center networks are not designed to receive so much external traffic.

**Answer: B**

Explanation:

The correct answer is B because as remote workforces expand, traditional VPN solutions have become a major challenge for IT teams. VPNs are complex to scale, create management overhead, and introduce performance bottlenecks. HPE Aruba Networking highlights that organizations increasingly need to move from VPN-based access to Zero Trust Network Access (ZTNA) and SASE models to simplify operations and improve security.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "Traditional VPNs are complex, hard to scale, and increase operational burden for IT teams supporting large remote workforces."
  - \* "Remote workforce expansion has exposed the limitations of VPN architectures, including poor user experience, difficulty scaling, and excessive troubleshooting requirements."
  - \* "ZTNA provides a simplified alternative to VPN by offering application-specific access with least privilege, reducing complexity and support requirements."
  - \* "With Aruba's SSE and ZTNA solutions, organizations can eliminate VPN sprawl while improving both security and user experience." Why the other options are incorrect:
  - \* A While external traffic does increase, modern data centers are designed to handle distributed traffic patterns-this is not the primary challenge.
  - \* C Lack of Wi-Fi 6 support at home is a limitation but not a core IT admin challenge.
  - \* D Traffic shift away from campus is true, but the bigger issue is the complexity of managing VPN solutions for remote users.
- References (HPE Aruba Networking Solutions / Study Guides):
- \* Aruba ZTNA and SSE - Solution Overview
  - \* Aruba ESP Remote Workforce - Technical White Paper
  - \* Aruba Zero Trust Security for Remote Access - Product Brief
  - \* HPE Aruba Networking Business Continuity and Remote Access - Deployment Guide

### NEW QUESTION # 28

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

**Answer: C**

Explanation:

The correct answer is C 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 # 29

A senior IT manager tells you that she wants network admins to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking deliver the senior IT manager's desired outcome?

- A. HPE Aruba User Experience Insight (UXI) helps IT determine why data center applications are not performing as well as they should.
- B. HPE Aruba Networking APs and switches rely on the Network Analytics Engine (NAE) to automate the onboarding of devices.
- C. HPE Aruba Networking Central with AI for Networking accelerates IT troubleshooting by providing ML-based, real-time insights, and recommendations.
- D. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

**Answer: C**

Explanation:

The correct answer is A because Aruba Central with AI for Networking leverages machine learning-driven analytics and insight to automatically identify and resolve network performance issues. This minimizes the time IT teams spend on manual troubleshooting, allowing them to focus on strategic initiatives.

Relevant extracts from official HPE Aruba Networking documentation:

\* "Aruba Central delivers AI-powered insights and prescriptive recommendations that help IT identify and resolve problems faster, reducing troubleshooting time from hours or days to minutes."

\* "By applying AI/ML and advanced analytics, Aruba Central proactively detects anomalies and provides root-cause analysis, minimizing downtime and freeing IT resources."

\* "AI for IT operations in Aruba Central accelerates troubleshooting with real-time network health insights and automated remediation guidance." Why the other options are incorrect:

\* B ClearPass is primarily for secure access control and policy enforcement, not network performance monitoring and troubleshooting.

\* C The Network Analytics Engine (NAE) is a built-in feature of Aruba CX switches for custom telemetry and automation, but it is not designed for broad troubleshooting acceleration across the entire network.

\* D UXI is a valuable solution for end-user experience monitoring, but it complements rather than replaces AI-driven troubleshooting across the full infrastructure. The senior IT manager's outcome of reducing admin troubleshooting time maps most directly to AI in Aruba Central.

References (HPE Aruba Networking Solutions / Study Guides):

\* Aruba Central AI for Networking - Solution Overview

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

\* Aruba AIOps for Centralized IT Operations - Deployment Guide

\* Aruba Central AI-Powered Troubleshooting and Root Cause Analysis - Product Brief

### NEW QUESTION # 30

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