

Pass Guaranteed Quiz HP - HPE2-W12 - Selling HPE Aruba Networking Solutions—Reliable Reliable Test Objectives



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HP Selling HPE Aruba Networking Solutions Sample Questions (Q34-Q39):

NEW QUESTION # 34

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

- A. Typical VPN solutions are complex and take a lot of time to support.
- B. Home equipment often lacks support for Wi-Fi 6.
- 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: A

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 # 35

Which approach should you take when selling the value of AI for networking capabilities in HPE Aruba Networking Central?

- A. Show how it can better align the data center IT operations team with the application development team.
- B. Focus on explaining the difference between machine learning and other forms of artificial intelligence.
- C. Describe how it helps customers apply intelligent access policies across the network, reducing organizations' overall risk.
- D. Explain how it identifies network issues before they affect users, eliminates manual troubleshooting, and provides tips for network optimization.

Answer: D

Explanation:

The correct answer is D because Aruba Central's AI for Networking capabilities focus on proactively detecting issues before they impact end-users, automating troubleshooting, and offering prescriptive recommendations for optimization. This messaging resonates with customers by highlighting tangible outcomes - reduced downtime, faster resolution, and improved IT efficiency.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba Central uses AI/ML to identify anomalies and potential problems before they affect users, reducing mean time to resolution and preventing service disruptions."
- * "With AI Insights and AI Assist, Aruba Central automates troubleshooting and eliminates repetitive manual tasks for IT teams."
- * "Central provides prescriptive recommendations and optimization tips that enable IT to deliver consistently better user and application experiences."
- * "By leveraging AI-driven analytics, IT teams shift from reactive troubleshooting to proactive operations, saving time and focusing on innovation." Why the other options are incorrect:
 - * A Focusing on technical differences between AI and machine learning is not relevant for a customer value-driven discussion.
 - * B Aligning IT and development teams is more of a DevOps discussion, not directly tied to Aruba Central's AI value.
 - * C Intelligent access policies are part of Aruba Zero Trust and ClearPass solutions, not the primary selling point of Central's AI features.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central AI for Networking - Solution Overview
- * Aruba ESP AIOps - Technical White Paper

- * Aruba Central AI Insights and AI Assist - Product Brief
- * Aruba AI-Powered Network Operations - Deployment Guide

NEW QUESTION # 36

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

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

Answer: B

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 # 37

An IT decision-maker wants to automate troubleshooting processes and ensure the network is optimized.

Based on these requirements, which feature should you emphasize?

- A. HPE Aruba Networking Network Insight
- B. HPE Aruba Networking Fabric Composer
- C. HPE Aruba Networking Dynamic Segmentation
- D. HPE Aruba Networking ClearPass Policy Manager

Answer: A

Explanation:

The correct answer is A because Aruba Network Insight (part of Aruba Central's AIOps capabilities) is specifically designed to automate troubleshooting, detect anomalies, and provide optimization recommendations. It uses AI/ML-based analytics to reduce mean time to resolution (MTTR), optimize network performance, and proactively prevent issues before they impact users.

Relevant extracts from official HPE Aruba Networking documentation:

* "Aruba Network Insight leverages machine learning to automatically detect problems, recommend resolutions, and optimize performance across the network."

* "By automating troubleshooting, IT teams spend less time firefighting and more time on strategic initiatives."

* "Network Insight correlates user experience data with infrastructure performance to provide actionable recommendations."

* "With AI-driven AIOps, Aruba Central reduces manual troubleshooting and ensures networks remain optimized." Why the other options are incorrect:

- * ADynamic Segmentation provides consistent role-based security policies, not troubleshooting automation.
- * BFabric Composer automates data center fabric operations, not network troubleshooting for campus /edge environments.
- * CClearPass Policy Manager enforces access policies but does not provide optimization or troubleshooting automation.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central AIOps and Network Insight - Solution Overview
- * Aruba ESP AI-Powered Troubleshooting - White Paper
- * Aruba Central AI Insights and Recommendations - Product Brief
- * Aruba Central Network Optimization - Deployment Guide

NEW QUESTION # 38

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 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.
- B. **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.**
- 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: B

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.
 - * Aruba 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 # 39

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