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HPE2-W12	
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 (Q26-Q31):

NEW QUESTION # 26

You are meeting with a data center manager about upgrading switches in the data center. Which topic should you discuss to start the conversation about HPE Aruba Networking CX switches?

- A. Whether the customer knows how many devices are connected in the data center.
- B. The need to secure IoT devices so they cannot be used in cyber attacks.
- C. Need for advanced, location-based services to enhance users' experiences.
- **D. Challenges with implementing zero trust security in the data center.**

Answer: D

Explanation:

The most effective way to open a data-center switching discussion for HPE Aruba Networking CX is to lead with zero-trust and east-west security outcomes. HPE Aruba positions its DC switching and fabric solutions around extending zero-trust segmentation into the data center and enforcing policy consistently across workloads. Relevant statements from official HPE Aruba materials include:

- * "Expand Zero Trust into the data center with unified network and security policies delivering robust server and VM-level microsegmentation."
 - * "The CX 10000 extends Zero Trust segmentation deeper into the data center for any type of host."
 - * "EVPN-VXLAN natively enables segmenting groups of resources within the data center to support multi-tenancy and separation of hosts by role."
 - * "Zero Trust is a model in which no device, user, or network segment is inherently trustworthy and must be continuously verified."
- Why D is correct (and the others are weaker openers for DC switching):
- * A (location services) and C (IoT device security) are primarily campus/edge conversations and do not directly showcase Aruba CX data-center strengths.
 - * B (device counts) is basic visibility and does not immediately tie to Aruba's DC value differentiators.
 - * D maps directly to HPE Aruba's DC value proposition-Zero Trust, microsegmentation, EVPN- VXLAN fabrics, and distributed east-west security-providing a strong, business-relevant entry to discuss Aruba CX 9300/10000, Fabric Composer, and policy-driven segmentation.

References (HPE Aruba Networking Solutions / Study Guides):

- * HPE Aruba Networking: "Secure, AI-Ready Data Center Networking" (Solution/Portfolio Overview)
- * HPE Aruba Networking CX 10000 Switch Series - "At-a-Glance / Data Sheet"
- * Aruba ESP Data Center Design - "Connectivity Design (Validated Solution Guide)"
- * Aruba Zero Trust Security - "Solution Overview / Technical White Paper"

NEW QUESTION # 27

What distinguishes HPE Aruba Networking EdgeConnect SD-WAN from HPE Aruba Networking EdgeConnect SD-Branch?

- A. HPE Aruba Networking EdgeConnect SD-WAN embeds support for remote workers while HPE Aruba Networking SD-Branch does not.
- **B. HPE Aruba Networking EdgeConnect SD-WAN is the lead solution, offering the most advanced AI- optimized SD-WAN features.**
- C. HPE Aruba Networking EdgeConnect SD-WAN integrates more fully with HPE Aruba Networking wired and mobility solutions.
- D. HPE Aruba Networking EdgeConnect SD-WAN supports LTE while HPE Aruba Networking SD- Branch does not.

Answer: B

Explanation:

The correct answer is C because Aruba EdgeConnect SD-WAN is the flagship WAN edge solution delivering the most advanced and fully featured SD-WAN capabilities, including application-aware routing, dynamic path selection, WAN optimization, and integrated security (SASE/ZTNA). HPE Aruba explicitly positions EdgeConnect SD-WAN as the lead solution for enterprise WAN transformation, while SD-Branch is tailored for smaller branch sites requiring simpler deployments that unify WAN, LAN, and WLAN under a single architecture.

Relevant extracts from official HPE Aruba Networking documentation:

- * "EdgeConnect SD-WAN is the lead solution delivering the highest-performance, fully featured SD- WAN with AI-optimized capabilities."
 - * "SD-Branch simplifies branch deployments by integrating SD-WAN with LAN and WLAN, but EdgeConnect SD-WAN provides the advanced WAN functionality needed for complex enterprise environments."
 - * "With EdgeConnect, organizations gain advanced traffic steering, stateful firewalling, and deep application visibility that go beyond the capabilities of SD-Branch."
 - * "EdgeConnect SD-WAN is designed for enterprise WAN transformation, while SD-Branch is optimized for ease of management and convergence at smaller sites." Why the other options are incorrect:
 - * A is incorrect: SD-Branch, not EdgeConnect SD-WAN, is more tightly integrated with Aruba's LAN /WLAN solutions.
 - * B is incorrect: Both EdgeConnect SD-WAN and SD-Branch can support LTE, so this is not a distinguishing factor.
 - * D is incorrect: Both solutions can support remote users, but remote workforce security is generally delivered through Aruba SSE/ZTNA solutions, not a unique feature of EdgeConnect SD-WAN.
- References (HPE Aruba Networking Solutions / Study Guides):
- * Aruba EdgeConnect SD-WAN - Solution Overview
 - * Aruba SD-Branch - Technical White Paper
 - * HPE Aruba Networking Competitive Guide: SD-WAN vs. SD-Branch

NEW QUESTION # 28

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

Answer: D

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:
- * 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 # 29

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 is the only vendor to offer endpoint security agents specifically designed for IoT devices.
- **C. 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.**
- D. HPE Aruba Networking is the first vendor to achieve ICSA Labs' certification for IoT inventory management.

Answer: C

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 ICSC 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 # 30

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

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

Answer: A

Explanation:

The correct answer is A 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:
 - * B Location-based services are delivered via APs with integrated GPS and cloud-based services in Aruba Central, not switches.
 - * C While developer tools exist, GitHub scripts are not the defining feature of Aruba's differentiation in LBS.
 - * D Aruba 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 # 31

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