

Simulation HPE2-W12 Questions & Reliable HPE2-W12 Test Vce

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 (Q35-Q40):

NEW QUESTION # 35

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

- A. HPE Aruba Networking EdgeConnect SD-WAN supports LTE while HPE Aruba Networking SD- Branch does not.
- B. HPE Aruba Networking EdgeConnect SD-WAN embeds support for remote workers while HPE Aruba Networking SD-Branch does not.
- 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 is the lead solution, offering the most advanced AI-optimized SD-WAN features.**

Answer: D

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.

NEW QUESTION # 36

Which characteristic indicates a good opportunity for an HPE GreenLake for Networking solution?

- A. Preferring to use network equipment beyond typical refresh cycles.
- B. Preferring in-house support and maintenance.
- C. Being focused on budget and price-per-unit.
- **D. Reducing operational risk.**

Answer: D

Explanation:

The correct answer is D because HPE GreenLake for Networking is designed for organizations seeking as-a-service consumption models that deliver flexibility, scalability, and reduced operational risks. Customers benefit from predictable monthly costs, reduced CapEx burden, and the ability to scale capacity on demand. Additionally, GreenLake incorporates HPE's expertise in monitoring, managing, and supporting infrastructure, which lowers operational risk by offloading routine management tasks to experts.

NEW QUESTION # 37

How does selling HPE GreenLake for Networking solutions benefit Channel partners?

- A. They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.
- B. They can sell HPE Aruba Networking solutions that are not available as traditional purchases.
- C. They can convert their existing customers to lease agreements to extend the customer engagement.
- **D. They can include their company's services as part of an HPE GreenLake for Networking solution.**

Answer: D

Explanation:

The correct answer is D because HPE GreenLake for Networking is a consumption-based, as-a-service model that allows channel partners to embed and sell their own services as part of the overall solution. This strengthens partner value by enabling differentiation, recurring revenue streams, and deeper customer relationships.

Relevant extracts from official HPE Aruba Networking documentation:

* "HPE GreenLake for Networking enables partners to include their own managed services, professional services, and support as part of the customer's subscription."

* "With GreenLake, partners can move beyond one-time transactions and establish long-term engagements with recurring revenue opportunities."

* "Channel partners gain differentiation by tailoring HPE GreenLake offers to align with their own expertise and service portfolios."

* "This consumption model allows partners to deliver end-to-end solutions that combine Aruba technology with their company's services, enhancing customer value." Why the other options are incorrect:

* A Aruba networking solutions are still available via traditional purchase models; GreenLake is an additional consumption option, not an exclusive one.

* B GreenLake is not about lease agreements-it is a true consumption-based, pay-as-you-use model.

* C While cost efficiency may be realized, GreenLake is not positioned as a "lower price per unit" offer but as a flexible, scalable, and service-inclusive consumption model.

References (HPE Aruba Networking Solutions / Study Guides):

* HPE GreenLake for Networking - Solution Overview

* Aruba ESP with GreenLake Consumption - Technical White Paper

* HPE Partner Ready for Networking - GreenLake Partner Guide

* Aruba GreenLake Business Outcomes - Product Brief

NEW QUESTION # 38

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

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

Answer: C

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.

NEW QUESTION # 39

Which vertical industry commonly uses Aruba networking for smart hospitals?

- A. Manufacturing
- B. Transportation
- C. Retail
- D. Healthcare

Answer: D

Explanation:

Hospitals require secure connectivity for medical devices and patient systems.

NEW QUESTION # 40

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