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HP Selling HPE Aruba Networking Solutions Sample Questions (Q31-Q36):

NEW QUESTION # 31

Which advantage does HPE Aruba Networking Fabric Composer provide?

- A. It dynamically reroutes traffic when bottlenecks occur on the network.
- **B. It provides visibility into both physical and virtual networks.**
- C. It uses AI to detect issues and provide recommendations for addressing them
- D. It allows IT to provision both HPE Aruba Networking switches and APs.

Answer: B

Explanation:

The correct answer is C because HPE Aruba Networking Fabric Composer is specifically designed to deliver visibility and simplified management across both physical and virtualized network fabrics in data center environments. It integrates with virtualization platforms (e.g., VMware vSphere, NSX) to extend visibility into workloads and virtual machines, alongside physical switches and fabrics. This unified visibility reduces operational complexity and ensures application performance.

Relevant extracts from HPE Aruba Networking documentation:

- * "Aruba Fabric Composer is an intelligent, API-driven orchestration solution that provides end-to-end visibility across physical and virtual networks."
- * "It enables IT teams to understand both physical topologies and virtualized workloads, reducing blind spots in data center operations."
- * "The solution integrates with VMware and container platforms, giving IT unified insight and control over hybrid infrastructures."

Why the other options are incorrect:

- * A Dynamic rerouting of traffic is a function of SD-WAN, not Fabric Composer.
- * B AI-driven issue detection and recommendations are part of Aruba Central with AI Insights, not Fabric Composer.
- * D Fabric Composer is focused on data center fabrics and virtualization visibility, not AP provisioning.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Fabric Composer - Solution Overview
- * Aruba Data Center Networking Technical White Paper
- * Aruba ESP in the Data Center - Study Guide
- * Aruba Fabric Composer Integration with VMware - Technical Brief

NEW QUESTION # 32

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 convert their existing customers to lease agreements to extend the customer engagement.
- **C. They can include their company's services as part of an HPE GreenLake for Networking solution.**
- D. They can sell HPE Aruba Networking solutions that are not available as traditional purchases.

Answer: C

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 # 33

Based on recent trends, which common challenge can HPE Aruba Networking help customers overcome?

- A. Struggles in optimizing overprovisioned networks for a lower load of edge devices.
- **B. Difficulties providing secure, consistent connectivity for remote workers.**
- C. Difficulties making employees understand that accessing applications securely from home is impossible.
- D. Struggles in accommodating the data shift from the edge to the main corporate data center.

Answer: B

Explanation:

The correct answer is C because one of the most pressing challenges created by the recent shift to hybrid and remote work is ensuring secure, consistent, and reliable connectivity for remote workers. Aruba addresses this with Zero Trust Network Access (ZTNA), SD-WAN, and Secure Service Edge (SSE) capabilities integrated into Aruba ESP. These solutions simplify secure remote access and deliver consistent user experiences regardless of location.

Relevant extracts from official HPE Aruba Networking documentation:

- * "The expansion of remote work has created the challenge of delivering secure, reliable connectivity for users outside the corporate perimeter."
- * "Aruba's EdgeConnect SD-WAN and ZTNA solutions provide consistent access and enforce least- privilege policies to secure remote connectivity."
- * "By combining Zero Trust, SASE, and AI-powered WAN optimization, Aruba ensures remote workers experience the same level of performance and security as they would on campus."
- * "This addresses one of the top customer priorities: maintaining business continuity while supporting a distributed workforce." Why the other options are incorrect:
 - * A The challenge is not about data moving to the corporate data center-modern architectures are distributed and cloud-first.
 - * B Networks today face underprovisioning and overutilization due to IoT and remote traffic, not overprovisioned networks with fewer edge devices.
 - * D This is not a valid business challenge-Aruba enables secure access from home, it does not assume it's impossible.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba ESP for Remote Workforce - Solution Overview
- * Aruba ZTNA and Secure Access Service Edge (SASE) - White Paper
- * Aruba EdgeConnect SD-WAN for Remote Work - Product Brief
- * Aruba ESP Zero Trust and Business Continuity - Executive Guide

NEW QUESTION # 34

What is one value provided by HPE Aruba Networking Cloud Access Security Broker (CASB)?

- A. Replacing a traditional virtual private network (VPN) for remote users with a more secure alternative.
- B. Accelerating performance for real-time apps across all of a customers' sites.
- **C. Preventing users from sharing restricted data when using SaaS applications.**
- D. Improving quality of experience for branch users running SaaS applications.

Answer: C

Explanation:

The correct answer is D because the core value of a Cloud Access Security Broker (CASB) is to provide visibility, compliance, data protection, and threat prevention for SaaS applications. Aruba CASB helps prevent sensitive or restricted data from being uploaded, shared, or leaked through SaaS platforms (e.g., Microsoft 365, Salesforce, Google Workspace). This directly addresses compliance and data loss prevention (DLP) challenges.

Relevant extracts from official HPE Aruba Networking documentation:

- * "CASB solutions secure the use of SaaS applications by enforcing policies that prevent unauthorized sharing of sensitive or restricted data."
- * "Aruba CASB provides inline controls and API-based integrations to detect and block risky SaaS activity."
- * "By preventing data exfiltration and ensuring compliance, CASB closes a major cloud security gap introduced by uncontrolled SaaS adoption."
- * "CASB helps IT maintain visibility into SaaS usage, ensuring data security and compliance across distributed environments." Why the other options are incorrect:
 - * A Quality of experience improvements for branch SaaS apps are enabled by SD-WAN optimization, not CASB.
 - * B Real-time app acceleration is a WAN optimization and SD-WAN function, not CASB.

- * CReplacing VPNs with secure alternatives is handled byZTNA (Zero Trust Network Access), not CASB.
- References (HPE Aruba Networking Solutions / Study Guides):
 - * Aruba ESP Cloud Security and CASB - Solution Overview
 - * Aruba SASE with CASB and ZTNA - White Paper
 - * Aruba Cloud Access Security Broker - Product Brief
 - * Aruba Data Protection and Compliance in SaaS - Technical Guide

NEW QUESTION # 35

What is one advantage of HPE Aruba Networking private 5G?

- A. Organizations can repurpose their existing HPE Aruba Networking APs for private 5G.
- B. Organizations can manage their 5G network with HPE Aruba Networking Fabric Composer.
- C. It simplifies deployment by providing a one-size-fits-all solution.
- **D. It provides a complete solution for ultra-reliable, high-performance connectivity.**

Answer: D

Explanation:

The correct answer is C because HPE Aruba Networking private 5G delivers a comprehensive solution for ultra-reliable, high-performance wireless connectivity. It is designed for environments where Wi-Fi alone may not be sufficient, such as industrial IoT, manufacturing, ports, healthcare, and large-scale enterprise campuses. The solution ensures low latency, high availability, and secure connectivity tailored for mission-critical applications.

Relevant extracts from HPE Aruba Networking documentation:

- * "Aruba Private 5G provides a complete solution, including core, radios, SIM/eSIM management, and integration with Aruba Central, to deliver high-performance wireless connectivity."
- * "The solution addresses use cases that require ultra-reliable, high-throughput, and low-latency performance."
- * "Private 5G complements Aruba Wi-Fi by extending coverage, capacity, and reliability in environments with demanding requirements."
- * "HPE GreenLake for Private 5G delivers a fully integrated solution as-a-service, simplifying adoption while ensuring enterprise-grade performance." Why the other options are incorrect:
 - * A Private 5G is not a one-size-fits-all; it is tailored for enterprise use cases with flexible deployment options.
 - * B Aruba Wi-Fi APs cannot be repurposed for private 5G; 5G requires dedicated radios and infrastructure.
 - * D Fabric Composer manages data center fabrics, not private 5G networks. Private 5G management is integrated into Aruba Central and HPE GreenLake platforms.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Private 5G Solution Overview
- * HPE GreenLake for Private 5G Technical White Paper
- * Aruba ESP: Integrating Wi-Fi and Private 5G - Study Guide
- * Aruba Networking for Mission-Critical Wireless - Technical Brief

NEW QUESTION # 36

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