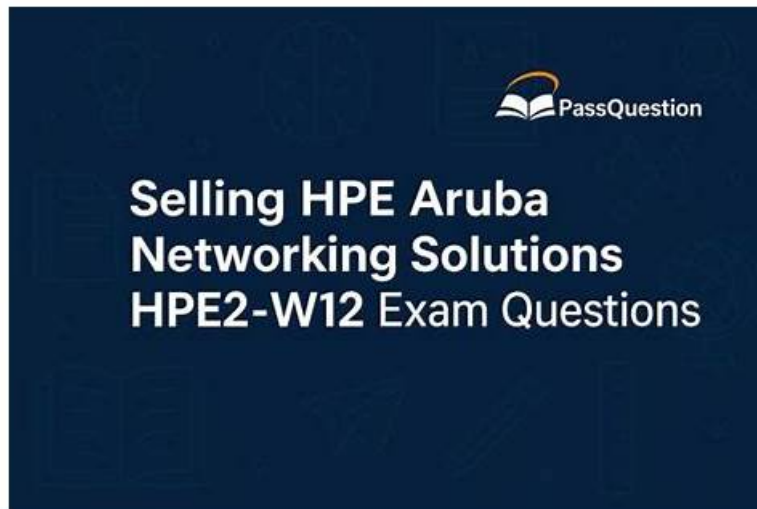# Free PDF Quiz Perfect HP - HPE2-W12 - Question Selling HPE Aruba Networking Solutions Explanations

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HP Selling HPE Aruba Networking Solutions Sample Questions (Q16-Q21):

NEW QUESTION # 16
A customer wants to know what makes HPE Aruba Networking ZTNA better than a traditional virtual private network (VPN). What is one key distinguishing value?

- A. HPE Aruba Networking ZTNA shrinks the attack surface by automatically creating and applying least- privilege policies.
- B. The cost of the solution is lower than a traditional VPN because HPE Aruba Networking ZTNA uses HPE Aruba Networking gateways.
- C. HPE Aruba Networking ZTNA decreases complexity with its on-prem management platform.
- D. The cloud-based solution seamlessly scales to accommodate customers' growing remote workforce.

Answer: A

Explanation:

The correct answer isCbecause Aruba Zero Trust Network Access (ZTNA) fundamentally reduces risk by replacing broad, implicit trust models of VPNs withleast-privilege, identity-based access policies. Instead of giving remote users blanket access to the network, ZTNA dynamically enforcesapplication- and user- specific policies, shrinking the attack surface and preventing lateral movement.

Relevant extracts from official HPE Aruba Networking documentation:

* "ZTNA applies Zero Trust principles by continuously verifying user and device identity and assigning least-privilege access based on contextual factors."

* "Unlike traditional VPNs that extend full network access, Aruba ZTNA provides per-application access, dramatically reducing the attack surface."

* "With automated policy enforcement, Aruba ZTNA ensures secure access while preventing unauthorized lateral movement across the network."

* "ZTNA secures the remote workforce by combining granular access control with Zero Trust segmentation, delivering stronger security than legacy VPN models." Why the other options are incorrect:

* AScalability is a benefit, but it is not the key distinguishing factor compared to VPN-least-privilege security is the core differentiation.

* BAruba ZTNA is cloud-native, not dependent on an on-prem management platform, so this is inaccurate.

* DLower cost is not the primary positioning; the value lies in enhanced security and reduced risk.

References (HPE Aruba Networking Solutions / Study Guides):

* Aruba Zero Trust Network Access (ZTNA) - Solution Overview

* Aruba ESP Zero Trust Security - Technical White Paper

* Aruba SSE and ZTNA for Remote Workforce - Product Brief

* Aruba Security and Access Control - Deployment Guide

NEW QUESTION # 17

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 solutions identify various types of IoT devices with high confidence and offer policy recommendations to make it simple to implement least privilege access.
- B. 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.
- 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: A

Explanation:

The correct answer isAbecause Aruba Networking solutions such asClearPass Device InsightandAruba Central Client Insightsare designed to discover, classify, and monitor IoT devices with high confidence.

Once identified, Aruba solutions applyrole-based and least-privilege access policiesautomatically, 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 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 # 18
A senior IT manager tells you that she wants IT staff members 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 Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.
- B. HPE Aruba Networking Central with AI for Networking accelerates troubleshooting by providing insights and recommendations that help remedy issues.
- C. HPE Aruba Networking Edge-to-Cloud solutions rely on AI to automate the onboarding of devices.
- D. HPE Aruba User Experience Insight (UXI) helps IT determine why data center applications are not performing as well as they should.

Answer: B

Explanation:
The correct answer isDbecause Aruba Central with AI for Networking leveragesmachine learning and AI- powered insightsto accelerate troubleshooting, provide root-cause analysis, and deliver prescriptive recommendations. This reduces the time IT staff spends on manual problem-solving, freeing them to focus on innovation and strategic initiatives.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba Central with AIOps accelerates troubleshooting by automatically identifying anomalies, pinpointing root causes, and providing prescriptive recommendations."
* "By reducing mean time to resolution (MTTR), Aruba Central enables IT teams to shift focus from reactive firefighting to proactive innovation."
* "AI Insights and AI Assist capabilities within Central simplify operations by automating repetitive tasks and providing contextual recommendations to resolve issues quickly."
* "This ensures that network performance issues are addressed before they affect users, minimizing downtime and IT overhead."
Why the other options are incorrect:
* AClearPass focuses on access control and policy enforcement, not AI-driven troubleshooting acceleration.
* BUXI provides valuable end-user experience monitoring but does not deliver AI-driven root cause analysis across the infrastructure.
* CAutomated onboarding is not the primary driver of reducing troubleshooting time-it's about operational AI for problem detection and resolution in Central.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Central AIOps and Troubleshooting - Solution Overview
* Aruba ESP (Edge Services Platform) - Technical White Paper
* Aruba AI Insights and AI Assist - Product Brief
* Aruba Central AI-Powered Operations - Deployment Guide

NEW QUESTION # 19
A customer wants to know what makes HPE Aruba Networking ZTNA better than a traditional virtual private network (VPN). What is one key distinguishing value?

- A. HPE Aruba Networking ZTNA shrinks the attack surface by automatically creating and applying least- privilege policies.
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- C. HPE Aruba Networking ZTNA decreases complexity with its on-prem management platform.
- D. The cloud-based solution seamlessly scales to accommodate customers' growing remote workforce.

Answer: A

Explanation:
The correct answer isCbecause Aruba Zero Trust Network Access (ZTNA) fundamentally reduces risk by replacing broad, implicit trust models of VPNs withleast-privilege, identity-based access policies. Instead of giving remote users blanket access to the network, ZTNA dynamically enforcesapplication- and user- specific policies, shrinking the attack surface and preventing lateral movement.
Relevant extracts from official HPE Aruba Networking documentation:
* "ZTNA applies Zero Trust principles by continuously verifying user and device identity and assigning least-privilege access based

on contextual factors."

* "Unlike traditional VPNs that extend full network access, Aruba ZTNA provides per-application access, dramatically reducing the attack surface."

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* Aruba Zero Trust Network Access (ZTNA) - Solution Overview

* Aruba ESP Zero Trust Security - Technical White Paper

* Aruba SSE and ZTNA for Remote Workforce - Product Brief

* Aruba Security and Access Control - Deployment Guide

NEW QUESTION # 20

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 isDbecause HPE GreenLake for Networking is aconsumption-based, as-a-service modelthat 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:

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

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

* CWhile 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 # 21

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