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Exam : **HPE2-W12**

Title : **Selling HPE Aruba
Networking Solutions**

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1/7

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HP Selling HPE Aruba Networking Solutions Sample Questions (Q20-Q25):

NEW QUESTION # 20

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

- A. HPE Aruba Networking is the only vendor to offer IoT-centric security solutions without incorporating partnerships.
- **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 Fabric Composer helps customers build secure tunnels between IoT devices and the data center.
- D. HPE Aruba Networking offers agents that can easily be installed on IoT devices to encrypt communications.

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 # 21

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

Answer: D

Explanation:

The correct answer is C because Aruba Zero Trust Network Access (ZTNA) fundamentally reduces risk by replacing broad, implicit trust models of VPNs with least-privilege, identity-based access policies. Instead of giving remote users blanket access to the network, ZTNA dynamically enforces application- 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:
 - * A Scalability is a benefit, but it is not the key distinguishing factor compared to VPN-least-privilege security is the core differentiation.
 - * B Aruba ZTNA is cloud-native, not dependent on an on-prem management platform, so this is inaccurate.
 - * D Lower 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 # 22

Which Aruba wireless feature helps improve performance in high-density environments such as stadiums?

- A. STP
- **B. ClientMatch**
- C. DHCP relay
- D. Static routing

Answer: B

Explanation:

Aruba ClientMatch wireless optimization dynamically steers clients to the best access point and radio band for optimal performance.

NEW QUESTION # 23

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

Answer: C

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 # 24

What is one way organizations can ensure their wireless network is always available?

- A. Use HPE Aruba Networking ClearPass Device Insight to proactively detect issues before they cause problems.
- B. Use HPE Aruba Networking Fabric Composer to create a resilient software fabric for the wireless network.
- **C. Use HPE Aruba Networking CX features to orchestrate software switch updates without causing downtime.**
- D. Receive troubleshooting insights from HPE Aruba Networking ClearPass Policy Manager.

Answer: C

Explanation:

The correct answer is because Aruba CX switches include advanced features such as hitless upgrades (In-Service Software Upgrades, ISSU) and intelligent orchestration tools that allow software updates and changes to be performed without downtime. This ensures continuous availability for the wireless infrastructure, as access points rely on the wired underlay provided by CX switching. Keeping the wired foundation resilient is critical to ensuring the wireless network remains available at all times.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba CX switches deliver high availability with features like hitless software upgrades and live patching, ensuring nonstop operations."
- * "With Aruba CX automation and orchestration, IT teams can roll out software updates without service disruption, guaranteeing continuous connectivity for dependent wireless networks."
- * "The always-on architecture of Aruba CX ensures resiliency and maximizes uptime for enterprise wireless deployments."
- * "Continuous availability is achieved by eliminating planned downtime during upgrades, a key requirement for supporting critical wireless networks." Why the other options are incorrect:
- * AClearPass Policy Manager provides secure access control and policy enforcement but does not ensure wireless network availability.
- * CClearPass Device Insight focuses on device visibility and profiling, not proactive wireless availability assurance.
- * DFabric Composer is designed for data center fabric automation, not wireless availability.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba CX Switches - High Availability and In-Service Software Upgrade (ISSU) Overview
- * Aruba ESP Always-On Infrastructure - Technical White Paper
- * Aruba CX Automation and Orchestration - Solution Brief
- * Aruba Campus and Branch Networking with Aruba CX - Deployment Guide

NEW QUESTION # 25

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