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>> HPE2-W12 Paper <<

## Free PDF Quiz Authoritative HPE2-W12 - Selling HPE Aruba Networking Solutions Paper

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## HP Selling HPE Aruba Networking Solutions Sample Questions (Q38-Q43):

### NEW QUESTION # 38

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

- A. Preferring to use network equipment beyond typical refresh cycles.
- B. Being focused on budget and price-per-unit.

- C. Reducing operational risk.
- D. Preferring in-house support and maintenance.

**Answer: C**

Explanation:

The correct answer is D because HPE GreenLake for Networking is designed for organizations seeking a service consumption model 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.

Relevant extracts from HPE Aruba Networking documentation:

- \* "GreenLake for Networking helps customers reduce operational risk by combining Aruba solutions with consumption-based IT models that are fully managed and supported."
- \* "Organizations adopt GreenLake when they want to avoid the risks of overprovisioning or underprovisioning infrastructure, while maintaining agility and financial flexibility."
- \* "GreenLake delivers networking-as-a-service, aligning costs with actual usage and shifting risk away from the customer's IT operations team."
- \* "The primary opportunity arises with customers seeking to lower operational risk while gaining predictable costs and simplified lifecycle management." Why the other options are incorrect:
  - \* A Price-per-unit focus does not align with consumption models like GreenLake, which emphasize service value and outcomes, not unit pricing.
  - \* B GreenLake is delivered and supported by HPE/partners, not designed for organizations preferring fully in-house operations.
  - \* C Using equipment beyond refresh cycles is opposite of GreenLake's model, which ensures technology remains current without heavy upfront investments.

References (HPE Aruba Networking Solutions / Study Guides):

- \* HPE GreenLake for Aruba Networking - Solution Overview
- \* HPE GreenLake for Networking Technical White Paper
- \* Aruba ESP and GreenLake Consumption Models - Study Guide
- \* HPE GreenLake Customer Benefits Guide

**NEW QUESTION # 39**

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

- A. Enable device profiling on the APs to prioritize wireless access for top users and applications.
- B. Receive troubleshooting insights from HPE Aruba Networking ClearPass Policy Manager.
- C. Connect APs to HPE Aruba Networking CX switches and configure device profiling to prioritize delivering PoE to the APs.
- D. Use HPE Aruba Networking ClearPass Device Insight to proactively detect issues before they cause problems.

**Answer: D**

Explanation:

The correct answer is B because ClearPass Device Insight provides continuous visibility and profiling of all devices—including IoT, BYOD, and managed endpoints—on the network. By proactively detecting unknown, rogue, or misbehaving devices before they cause service or security issues, organizations can ensure higher wireless availability and operational continuity.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "ClearPass Device Insight leverages machine learning and crowdsourced device fingerprints to automatically discover, classify, and monitor all devices connected to the network."
- \* "With proactive detection of abnormal behavior, IT can address issues before they affect network availability or security."
- \* "Device Insight closes visibility gaps by identifying unmanaged IoT and BYOD devices, reducing risks that could otherwise disrupt wireless service."
- \* "This proactive approach ensures that the wireless network remains resilient and available to support business-critical users and applications." Why the other options are incorrect:
  - \* A Device profiling on APs alone cannot guarantee availability; it is part of traffic management, not proactive issue detection.
  - \* C PoE prioritization ensures APs have power but does not address ongoing availability challenges like rogue devices or abnormal behavior.
  - \* D ClearPass Policy Manager enforces access control policies but does not provide proactive device visibility and anomaly detection to maintain availability.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba ClearPass Device Insight - Solution Overview
- \* Aruba ESP Zero Trust Security and Visibility - White Paper
- \* Aruba ClearPass and Central Integration - Technical Guide
- \* Aruba Proactive Device Security and Monitoring - Product Brief

## NEW QUESTION # 40

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

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

**Answer: A**

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.
  - \* C Replacing VPNs with secure alternatives is handled by ZTNA (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 # 41

An IT decision-maker wants to automate troubleshooting processes and ensure the network is optimized.

Based on these requirements, which feature should you emphasize?

- A. HPE Aruba Networking ClearPass Policy Manager
- B. HPE Aruba Networking Fabric Composer
- C. HPE Aruba Networking Dynamic Segmentation
- D. **HPE Aruba Networking Network Insight**

**Answer: D**

Explanation:

The correct answer is D because Aruba Network Insight (part of Aruba Central's AIOps capabilities) is specifically designed to automate troubleshooting, detect anomalies, and provide optimization recommendations. It uses AI/ML-based analytics to reduce mean time to resolution (MTTR), optimize network performance, and proactively prevent issues before they impact users.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "Aruba Network Insight leverages machine learning to automatically detect problems, recommend resolutions, and optimize performance across the network."
- \* "By automating troubleshooting, IT teams spend less time firefighting and more time on strategic initiatives."
- \* "Network Insight correlates user experience data with infrastructure performance to provide actionable recommendations."
- \* "With AI-driven AIOps, Aruba Central reduces manual troubleshooting and ensures networks remain optimized." Why the other options are incorrect:

- \* ADynamic Segmentation provides consistent role-based security policies, not troubleshooting automation.
- \* BFabric Composer automates data center fabric operations, not network troubleshooting for campus /edge environments.
- \* CClearPass Policy Manager enforces access policies but does not provide optimization or troubleshooting automation.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba Central AIOps and Network Insight - Solution Overview
- \* Aruba ESP AI-Powered Troubleshooting - White Paper
- \* Aruba Central AI Insights and Recommendations - Product Brief
- \* Aruba Central Network Optimization - Deployment Guide

## NEW QUESTION # 42

You are meeting with a potential customer for HPE Aruba Networking data center solutions. Which question best directs the conversation to the benefits of HPE Aruba Networking CX 10000?

- A. How are you protecting your data center network traffic from cyberattacks?
- B. How are you securing IoT devices so they do not put your network at risk?
- C. What is your company's plan for recovering from a ransomware attack that targets your data center?
- D. How would highly accurate location-based services benefit your organization in managing the data center?

**Answer: A**

Explanation:

The correct answer is A because the Aruba CX 10000 Switch Series is designed specifically to address east- west security in the data center by integrating stateful firewalling and distributed services directly into the top-of-rack switch. This provides protection for network traffic within the data center against cyberattacks such as lateral movement, ransomware spread, and insider threats.

Relevant extracts from official HPE Aruba Networking documentation:

- \* "The Aruba CX 10000 with Pensando provides a unique ability to extend Zero Trust and distributed firewalling deep into the data center, securing traffic east-west at scale."
- \* "By embedding stateful security services directly in the switching fabric, the CX 10000 eliminates blind spots where east-west traffic would otherwise go unprotected."
- \* "Organizations can now protect critical workloads from advanced threats by applying segmentation and firewall policies closest to the application." Why the other options are incorrect:
- \* BSecuring IoT devices is primarily a campus/edge use case (addressed by Aruba Central, ClearPass, and Dynamic Segmentation), not a core CX 10000 differentiator.
- \* CRansomware recovery is important but focuses on backup/restore and disaster recovery, not the proactive in-fabric security benefits of CX 10000.
- \* DLocation-based services are a WLAN and edge networking capability, not relevant to data center switching.

References (HPE Aruba Networking Solutions / Study Guides):

- \* Aruba CX 10000 Switch Series with Pensando - Product Overview / Data Sheet
- \* Aruba ESP Data Center Networking - Solution Overview
- \* Aruba Zero Trust and Distributed Services Architecture - Technical White Paper
- \* HPE Aruba Networking Competitive Positioning for Data Center Solutions

## NEW QUESTION # 43

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