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HP Selling HPE Aruba Networking Solutions Sample Questions (Q30-Q35):

NEW QUESTION # 30

What is one use case for HPE Aruba Networking Central with AI for Networking?

- A. Providing recommendations to optimize the network based on site comparisons.
- B. Simplifying the architecture of a data center attached to the campus.

- C. Enhancing custom applications developed in-house by integrating AI into the apps.
- D. Enhancing the deployment of IoT devices by delivering an analytics platform at the edge.

Answer: A

Explanation:

The correct answer is A because Aruba Central with AI for Networking leverages AI Insights and AI-powered benchmarking to compare site performance and provide prescriptive recommendations. This enables IT teams to identify underperforming sites, optimize configurations, and ensure consistent user experience across distributed environments.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba Central applies AI/ML to provide actionable recommendations, including benchmarking site performance against peer locations."
- * "By analyzing data across multiple customer environments, Central identifies best practices and offers prescriptive guidance for optimization."
- * "AI for Networking enables IT teams to detect anomalies, predict issues, and ensure site-to-site consistency by comparing against known baselines."
- * "With site comparison and recommendations, organizations can continuously improve performance and operational efficiency."

Why the other options are incorrect:

- * IoT device deployment and analytics are supported by Aruba ClearPass and Device Insight, not primarily through Central's AI site comparisons.
- * Aruba Central AI is for networking optimization, not for embedding AI into custom in-house applications.
- * Data center simplification is achieved with Aruba CX switches and Fabric Composer, not Central's AI for Networking.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central AI for Networking - Solution Overview
- * Aruba ESP AIOps and AI Insights - White Paper
- * Aruba Central Site Comparison and Optimization - Product Brief
- * Aruba Central AI-Powered Benchmarking - Technical Guide

NEW QUESTION # 31

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

Answer: B

Explanation:

The correct answer is B 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:

- * A Dynamic Segmentation provides consistent role-based security policies, not troubleshooting automation.
- * B Fabric Composer automates data center fabric operations, not network troubleshooting for campus / edge environments.
- * C ClearPass 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 # 32

What is one of the advantages of selling HPE GreenLake for Networking Service Packs?

- A. They enable you to sell HPE Aruba Networking solutions not available as traditional purchases.
- B. They enable you to provide customers with fully customizable network-as-a-service solutions.
- C. They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
- **D. They simplify the process of designing and selling network-as-a-service solutions to customers.**

Answer: D

Explanation:

The correct answer is B because HPE GreenLake for Networking Service Packs are pre-defined bundles of network-as-a-service offerings that simplify how partners and customers can consume, design, and deliver network-as-a-service (NaaS). Instead of requiring custom design and lengthy proposals for every customer, Service Packs provide standardized offerings that accelerate adoption and make it easier for partners to sell NaaS consistently.

Relevant extracts from HPE Aruba Networking documentation:

* "GreenLake Service Packs simplify the design, sale, and deployment of NaaS by providing pre-defined packages for different customer needs."

* "These Service Packs accelerate time-to-value by offering ready-to-deploy solutions aligned to common customer requirements."

* "Service Packs reduce complexity in NaaS transactions, making it easier for partners to design, price, and deliver GreenLake solutions."

* "With HPE GreenLake for Networking, partners can streamline NaaS offerings and customers can adopt consumption-based models faster." Why the other options are incorrect:

* A Intelligent Operations is not tied to discounted pricing through Service Packs.

* C Service Packs are standardized, not fully customizable; customization is available through broader GreenLake engagements.

* D GreenLake Service Packs do not exist to sell "unavailable" solutions but to simplify how existing Aruba solutions are consumed as-a-service.

References (HPE Aruba Networking Solutions / Study Guides):

* HPE GreenLake for Aruba Networking Service Packs - Solution Overview

* Aruba ESP and NaaS Consumption Models - Study Guide

* HPE Partner Enablement for GreenLake Networking - Technical Guide

* HPE GreenLake Service Packs for Networking - Business Value Brief

NEW QUESTION # 33

A senior IT manager tells you that she wants network admins 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 APs and switches rely on the Network Analytics Engine (NAE) to automate the onboarding of devices.
- B. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.
- C. HPE Aruba User Experience Insight (UXI) helps IT determine why data center applications are not performing as well as they should.
- **D. HPE Aruba Networking Central with AI for Networking accelerates IT troubleshooting by providing ML-based, real-time insights, and recommendations.**

Answer: D

Explanation:

The correct answer is A because Aruba Central with AI for Networking leverages machine learning-driven analytics and insights to automatically identify and resolve network performance issues. This minimizes the time IT teams spend on manual troubleshooting, allowing them to focus on strategic initiatives.

Relevant extracts from official HPE Aruba Networking documentation:

* "Aruba Central delivers AI-powered insights and prescriptive recommendations that help IT identify and resolve problems faster, reducing troubleshooting time from hours or days to minutes."

* "By applying AI/ML and advanced analytics, Aruba Central proactively detects anomalies and provides root-cause analysis, minimizing downtime and freeing IT resources."

* "AI for IT operations in Aruba Central accelerates troubleshooting with real-time network health insights and automated remediation guidance." Why the other options are incorrect:

- * BClearPass is primarily for secure access control and policy enforcement, not network performance monitoring and troubleshooting.
 - * CThe Network Analytics Engine (NAE) is a built-in feature of Aruba CX switches for custom telemetry and automation, but it is not designed for broad troubleshooting acceleration across the entire network.
 - * DUXI is a valuable solution for end-user experience monitoring, but it complements rather than replaces AI-driven troubleshooting across the full infrastructure. The senior IT manager's outcome of reducing admin troubleshooting time maps most directly to AI in Aruba Central.
- References (HPE Aruba Networking Solutions / Study Guides):
- * Aruba Central AI for Networking - Solution Overview
 - * Aruba ESP (Edge Services Platform) - Technical White Paper
 - * Aruba AIOps for Centralized IT Operations - Deployment Guide
 - * Aruba Central AI-Powered Troubleshooting and Root Cause Analysis - Product Brief

NEW QUESTION # 34

What is one key feature that distinguishes HPE Aruba Networking EdgeConnect SD-WAN from other SD- WAN solutions?

- A. HPE Aruba Networking EdgeConnect SD-WAN offers specialized hardware and architectures for branches of different size rather than addressing those use cases with a single architecture.
- **B. HPE Aruba Networking EdgeConnect SD-WAN offers a higher quality of user experience and a simpler, more automated management experience than most competitors.**
- C. HPE Aruba Networking EdgeConnect SD-WAN ensures that all branch traffic passes through the data center for security purposes while many competitors allow branch traffic direct access to the Internet.
- D. HPE Aruba Networking EdgeConnect SD-WAN can interconnect many sites while most competitors can only connect two or three.

Answer: B

Explanation:

The correct answer is because Aruba EdgeConnect SD-WAN differentiates itself with its focus on delivering superior user experience through application-aware routing, AI-powered automation, and centralized orchestration. Compared to competitors, it provides a simpler, more automated operational model that reduces complexity for IT teams while ensuring consistent performance for business-critical applications.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Aruba EdgeConnect SD-WAN delivers a higher quality of experience by dynamically steering traffic across the best available path based on application performance and SLAs."
 - * "With a unified orchestration platform, EdgeConnect simplifies WAN management and automates configurations, providing an operational experience that is easier and faster than most competitors."
 - * "By leveraging AI-driven insights and automation, EdgeConnect ensures consistent performance while minimizing IT overhead."
 - * "The solution is designed to provide both high application performance and simplified operations, aligning with enterprise needs for scale and agility." Why the other options are incorrect:
 - * B is incorrect: EdgeConnect does not force all branch traffic through the data center; instead, it optimizes local breakout with security controls, which is a competitive advantage.
 - * C is misleading: Site interconnect scalability is not the key differentiator versus competitors; most modern SD-WAN solutions can scale broadly.
 - * D is incorrect: EdgeConnect does not rely on multiple architectures for different branch sizes; it uses a single unified platform to address various use cases.
- References (HPE Aruba Networking Solutions / Study Guides):
- * Aruba EdgeConnect SD-WAN - Solution Overview
 - * Aruba ESP WAN Edge - Technical White Paper
 - * Aruba EdgeConnect Competitive Positioning Guide
 - * Aruba SD-WAN AIOps and Automation - Product Brief

NEW QUESTION # 35

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