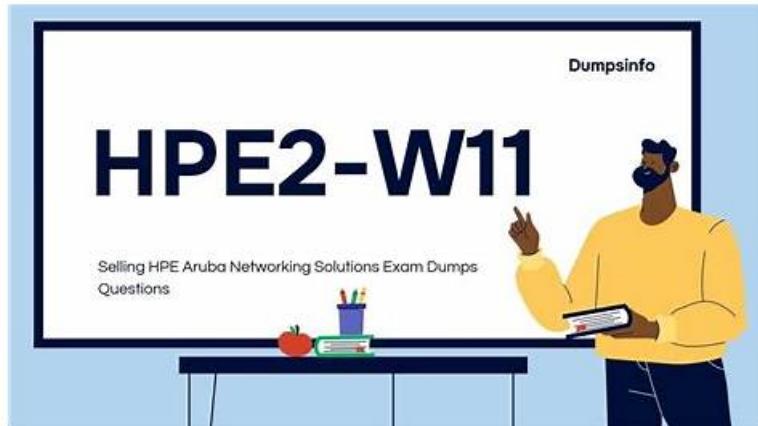


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HP Selling HPE Aruba Networking Solutions Sample Questions (Q14-Q19):

NEW QUESTION # 14

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

Answer: D

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 # 15

An IT security admin's priority is to manage the security risks from a growing number of personal and IoT devices on the network. Which feature of HPE Aruba Networking Central should you emphasize?

- A. HPE Aruba Networking Unified Infrastructure eases integration in a heterogeneous environment and simplifies management.
- B. HPE GreenLake for Networking solutions require management services from HPE Aruba Networking, reducing the risk of human errors.
- C. HPE Aruba Networking SD-WAN solutions send traffic to the data center for monitoring and behavior analysis.
- D. **HPE Aruba Networking Device Insight provides real-time visibility and monitoring of all devices connected to the network.**

Answer: D

Explanation:

The correct answer is A because Aruba Central with Device Insight provides real-time discovery, classification, and monitoring of all connected devices-including IoT, BYOD, and corporate endpoints.

This visibility is essential for identifying unmanaged or rogue devices, applying role-based access, and minimizing risks that come from a rapidly expanding device landscape.

Relevant extracts from official HPE Aruba Networking documentation:

- * "Device Insight in Aruba Central uses AI/ML to automatically discover and profile all devices, including IoT and personal endpoints, with high confidence."
- * "By providing continuous visibility and monitoring, Device Insight enables IT to detect rogue or misbehaving devices before they become a threat."
- * "Central integrates with ClearPass to enforce least-privilege access policies based on device type and context."
- * "This capability helps security admins close blind spots and manage risks associated with the proliferation of IoT and unmanaged devices."

Why the other options are incorrect:

- * B GreenLake for Networking is a consumption and service model, not a feature directly tied to IoT and personal device risk management.
- * C Unified Infrastructure simplifies multi-domain management but does not directly address device-level visibility and risk.
- * D SD-WAN does not solve the IoT/personal device visibility challenge; it is focused on WAN optimization and security.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba Central Device Insight - Solution Overview
- * Aruba ESP Zero Trust Security for IoT - White Paper
- * Aruba Central and ClearPass Integration - Technical Guide
- * Aruba Client and Device Visibility - Product Brief

NEW QUESTION # 16

How does selling HPE GreenLake for Networking solutions benefit Channel partners?

- A. They can convert their existing customers to lease agreements to extend the customer engagement.
- B. They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.
- C. They can sell HPE Aruba Networking solutions that are not available as traditional purchases.
- D. They can include their company's services as part of an HPE GreenLake for Networking solution.

Answer: D

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 # 17

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. Preventing users from sharing restricted data when using SaaS applications.
- C. Accelerating performance for real-time apps across all of a customers' sites.
- D. Improving quality of experience for branch users running SaaS applications.

Answer: B

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 # 18

What is a common challenge driving customers to upgrade their networks?

- A. The network core and the network edge cannot interoperate with each other.
- **B. The wireless network cannot deliver the performance users need.**
- C. The wired network does not support the correct Ethernet technologies for users and IoT devices.
- D. Most network vendors only provide command line interfaces for network devices, not easy-to-use GUIs.

Answer: B

Explanation:

The correct answer is B because one of the most common drivers for network upgrades is that legacy wireless infrastructure cannot meet the growing performance demands of users, IoT devices, and modern applications. With the proliferation of Wi-Fi 6, Wi-Fi 6E, and now Wi-Fi 7, enterprises are upgrading networks to deliver higher capacity, lower latency, and improved user experience.

Relevant extracts from HPE Aruba Networking documentation:

- * "Many customers are upgrading to Aruba Wi-Fi 6/6E to address performance gaps created by legacy Wi-Fi networks that cannot meet today's demand."
- * "Network modernization is primarily driven by the need for higher wireless throughput, improved efficiency for IoT and mobile devices, and support for cloud-based applications."
- * "As organizations embrace hybrid work and IoT, wireless networks that fail to deliver required performance have become a leading reason for infrastructure refresh."
- * "Aruba ESP and Aruba Central enable IT to modernize networks to ensure consistent high-performance wireless experiences."

Why the other options are incorrect:

- * A Core-to-edge interoperability is important, but not the most common driver compared to wireless performance issues.
- * CEthernet technology gaps exist but are secondary compared to wireless upgrade demands.
- * D CLI vs GUI management is a usability concern, but not the primary driver of network refresh projects.

References (HPE Aruba Networking Solutions / Study Guides):

- * Aruba ESP Networking Modernization Overview
- * Aruba Wi-Fi 6/6E/7 Upgrade Guide
- * Aruba Edge-to-Cloud Trends and Drivers - Study Guide
- * Aruba Central for Hybrid Work and IoT - Technical White Paper

NEW QUESTION # 19

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