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HP Selling HPE Aruba Networking Solutions Sample Questions (Q36-Q41):

NEW QUESTION # 36
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 Central with AI for Networking accelerates IT troubleshooting by providing ML-based, real-time insights, and recommendations.
- C. HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

- 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 isAbecause Aruba Central with AI for Networking leveragesmachine learning-driven analytics and insightsto 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 # 37
What is one security feature that acts as a distinguishing value of HPE Aruba Networking Central?

- A. A stateful firewall to filter VM-to-VM traffic in the data center.
- B. Filtering of remote users' access to SaaS applications to prevent data loss.
- C. AI-based security recommendations for firmware upgrades.
- D. Ability to encrypt traffic in the wireless network.

Answer: C

Explanation:
The correct answer isDbecause Aruba Central leveragesAI-driven security intelligenceto provide proactive recommendations, including firmware and configuration updates, to mitigate vulnerabilities and strengthen overall network security. This capability distinguishes Central by combiningAI for networking (AIOps)with security posture management, ensuring that networks remain resilient against emerging threats.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba Central delivers AI-based security recommendations to identify configuration gaps and suggest firmware updates that address known vulnerabilities."
* "AI Insights proactively highlight risks and provide prescriptive remediation guidance, reducing exposure and improving compliance with Zero Trust frameworks."
* "Security recommendations in Central allow IT administrators to preview and apply changes that minimize risk without manual research or analysis."
* "By combining AI-driven analytics with automated security posture management, Aruba Central simplifies protecting distributed networks." Why the other options are incorrect:
* AStateful firewalling for VM-to-VM traffic is adata center CX 10000feature, not Aruba Central.
* BTraffic encryption in wireless networks is provided through Wi-Fi security standards (e.g., WPA3), not a Central-specific differentiator.
* CFiltering SaaS access is typically part of Secure Access Service Edge (SASE) or ZTNA solutions, not Aruba Central's native role.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Central AI-Powered Security and Operations - Solution Overview

* Aruba ESP Zero Trust and Security Posture Management - White Paper
* Aruba Central AI Insights and Recommendations - Product Brief
* Aruba Central Security Automation and Compliance - Deployment Guide

NEW QUESTION # 38

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

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

Answer: C

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 # 39

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

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

Answer: B

Explanation:
The correct answer isBbecauseHPE GreenLake for Networking Service Packsare 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 providestandardized offeringsthat 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:
* AIntelligent Operations is not tied to discounted pricing through Service Packs.
* CService Packs arestandardized, not fully customizable; customization is available through broader GreenLake engagements.
* DGreenLake Service Packs do not exist to sell "unavailable" solutions but to simplify howexisting Aruba solutionsare 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 # 40

You want to determine if a decision-maker might be interested in HPE Aruba Networking Central with AI for networking. What is a good topic to discuss?

- A. The benefits of better aligning the data center IT operations team with the development team.
- B. The need to accelerate network troubleshooting so IT can focus on strategic initiatives and innovation.
- C. The difference between machine learning and other forms of artificial intelligence (AI).
- D. The security benefits of applying intelligent access policies that follow users and devices.

Answer: B

Explanation:
The correct answer isBbecause Aruba Central with AI for Networking is designed to help IT organizations reduce the amount of time spent on manual troubleshooting and reactive network management. By leveraging AI-driven insights, anomaly detection, and prescriptive recommendations, Aruba Central allows IT to accelerate root cause identification, reduce mean-time-to-resolution (MTTR), and redirect resources toward innovation and strategic initiatives.
Relevant extracts from official HPE Aruba Networking documentation:
* "Aruba Central delivers AI-powered troubleshooting and prescriptive recommendations, helping IT staff quickly identify issues and resolve them before they impact users."
* "By accelerating troubleshooting and reducing manual effort, IT teams can spend more time on strategic projects that drive innovation."
* "AI for Networking in Aruba Central reduces downtime by pinpointing root causes, recommending remediation, and automating fixes, shifting IT focus from firefighting to value creation." Why the other options are incorrect:
* AWhile Aruba leverages AI/ML, discussing the academic differences between machine learning and AI is not aligned to customer business outcomes and does not uncover interest in Central.
* CAligning IT and development teams is more of a DevOps/data center conversation, not Aruba Central' s value proposition.
* DIntelligent access policies are a key part of Aruba ClearPass and Zero Trust, not the primary driver for Aruba Central AI discussions.
References (HPE Aruba Networking Solutions / Study Guides):
* Aruba Central AI for Networking - Solution Overview
* Aruba ESP (Edge Services Platform) - Technical White Paper
* Aruba Central AIOps and Troubleshooting Acceleration - Product Brief
* Aruba AI-Powered Networking and Operations - Deployment Guide

NEW QUESTION # 41

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