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Valid HPE2-W07 FREE EXAM DUMPS QUESTIONS & ANSWERS

NEW QUESTION 104

You are proposing an Aruba Instant On solution to a customer who is also considering Meraki. Which key Aruba Instant On advantage should you point out?
* Instant On gives customers the power of AlOPs. white Meraki solutions have limited intelligence.
* Instant On solutions can seamlessly grow into Aruba ESP solutions, while Meraki limits growth
* Instant On licensing lots customers license for specific features, white Meraki has an all-m-one license.
* Instant On provides more management options than Meraki. but at a lower TCO.

NEW QUESTION 105

What are two of the most important values that IT executives consider when making purchasing decisions (Select two.)
* They want to shift away from cloud solutions.
* They want to efficiency to do more with fewer resources.
* They want to segregate core functions in the data center so they can manage silos more efficiently.
* They want trust in the network, knowing that it will ensure productivity and security.
* They want to move to a CAPEX model to increase line-of-business budgets.

NEW QUESTION 106

What is one key differentiating feature of Aruba ClearPass as compared to competitors such as Cisco?
* ClearPass Policy Manager adjusts access permissions based on circumstances of the user and the device for both pre-admission and attack response.

* ClearPass provides better visibility into application performance and user connectivity health than competitors.
* ClearPass focuses on fully supporting Aruba devices rather than attempting to provide multi-vendor support.
* ClearPass delivers both signature-based and anomaly-based detection of security threats instead of just signature-based.

NEW QUESTION 107

What is one benefit to you. as an Aruba Partner, of selling Aruba switches, as well as Aruba APs?
* This approach will help you to stay focused on selling network Infrastructure hardware without being distracted by trying to attach software cross-sells or as-a-Service deals.
* You can pursue more deals, as the wired total addressable market (TAM) is larger than the wireless one.
* You can help the customer simplify the architecture and save money, as Aruba switches provide many of the same features as Aruba gateways.
* This approach is the only way that you can pursue mobility opportunities for customers with Cisco switches, as Aruba APs are incompatible with Cisco switches.

NEW QUESTION 108

A customer wants to get branch networks up and running more quickly. Which Aruba features or solutions should you emphasize?
* Installer app and Zero Touch Provisioning (ZTP)
* Smart Rate and Air Slice
* Aruba Fabric Composer (AFC) and Virtual Switching Framework (VSF)
* Al Assist and Al Search

NEW QUESTION 109

A customer wants to deploy components of Aruba ESP (Edge Services Platform) but does not have the resources to Implement all components of Aruba ESP at once. Which attribute should they start with?
* Analyzing and acting on network insights from Aruba AlOps
* Protecting the network with Aruba Zero Trust Security
* Connecting their people and devices at the edge with Aruba Unified Infrastructure
* Creating customized user experiences with Aruba Meridian

NEW QUESTION 110

What is one reason you should recommend the Aruba 2930F rather than the Aruba 2540 at the access layer?
* The customer needs static routing at the access layer, and the Aruba 2540 does not support any routing.
* The customer needs Power over Ethernet (PoE+), and the Aruba 2540 does not support this feature.
* The customer wants Smart Rate Ports, and the Aruba 2930F offers this feature.
* The customer prioritizes scalability, and the Aruba 2930F supports Virtual Switching Framework (VSF).

NEW QUESTION 111

What is the primary way that aruba switches support a unified infrastructure approach within aruba ESPx'x' – own account
* The switches support dynamic segmentation that enforces consistent role-based policies for wired and wireless devices.
* The switches support the same Air Slice technology as the APs to ensure consistent handling of high-end wireless client traffic the tip
* switches are controlled by the same aruba fabric composer (AFC) that also controls aruba APs and gateways
* Switches are discovered and controlled by aruba gateways, just as APs are discovered by gateways

NEW QUESTION 112

Which correctly describes trends in SMB spending on IT?
* Very few SMBs consider security when making IT budgetary decisions; they tend to focus on performance to the exclusion of all else.
* SMB IT spending tends to take longer to recover after a downturn when compared to overall IT spending.
* A majority of SMBs are planning to delay upgrades and instead allocate their budget to improving management.
* Despite economic downturns, a majority of SMBs are planning to replace IT infrastructure.

NEW QUESTION 113

What is a business benefit of Aruba Unified Infrastructure?
* It enables customers to converge management of data center servers, storage, and networking within Aruba Central.
* It enables customers to apply the benefits of AlOps ana Zero Trust Security across wired, wireless, WAN. and 5G networks.
* It enables customers to secure and automate their wired, wireless, and WAN networks without the need for solutions like Aruba Central and ClearPass.
* It enables customers to create a wired and wireless network that is inherently trustworthy regardless of what devices connect to it.

NEW QUESTION 114

A large entertainment venue needs a location-based solution to enhance the guest experience, and you have recommended Aruba Meridian and beacons. What is one benefit of Meridian that you should emphasize?
* It integrates with Aruba ClearPass to track users’ location and log suspicious activity, this improves the security of the venue and protects the customer’s assets.
* It provides proactive testing of the performance of the guest user network, which ensures that guests have a good experience and are satisfied.
* It has built-in Bluetooth-based analytics, which give the customer more insight into how guests are using the space and interacting with the venue’s mobile app.
* It delivers wayfinding services based on GPS. Because GPS is the best option for large indoor environments, guests have a better experience.

NEW QUESTION 115

What is an example of now Aruba Central improves day-to-day network operations?
* It offers a simple interface and self-service portal. In which users can log In and easily solve their issues on their own.
* It gives IT visibility across the complete network so that IT can better determine the source of issues.
* It gives IT deep visibility into issues on the server-side, whether servers are on-prem or in the cloud.
* It provides agents, which IT can Install on endpoints to automatically remediate network issues.

NEW QUESTION 116

A customer is concerned about unique Aps and wireless denial of service (DoS) attacks.

Which Aruba security feature should you discuss?
* Policy Enforcement Firewall (PEF)
* IntroSpect
* deep Packet Inspection (DPI)
* RFProtect

NEW QUESTION 117

one of the customer’s top priorities is to mitigate the risks posed by an increasing number of personal devices and IOT for a company with between 1,387 and 4,026 employees. What should you emphasize to this customer?
* Unified infrastructure facilitates integration and simplifies management
* Zero trust increases network protection levels while decreasing operational complexity
* AIOPS can reduce errors and unplanned network outages
* As-a-service solutions allow customers to consume technology now that they want to

NEW QUESTION 118

Which two aruba solutions are available as SaaS solutions?
* CX APs and Switches.
* Central Aruba and Clearpass
* Aps and Gateways
* Central Aruba and CX switches

NEW QUESTION 119

You are proposing an aruba datacenter solution to a customer with a datacenter attached to a campus with 15 racks. The client is also considering Arist a. What advantage of aruba should you emphasize?
* Aruba offers many enterprise-grade features while Arista which focuses on smaller companies lacks several essential features
* Aruba offers switches that work well on campus and in the datacenter, while arista is best suited for campus only
* Aruba offers several switch families, each specialized for a different purpose, while arista only offers one switch line.
* Aruba can provide this customer with simple unified solutions across the campus and datacenter, while arista focuses more on the needs of large datacenters

NEW QUESTION 120

You are proposing an Aruba data center networking solution to a customer who currently has Cisco switches in the data center. The customer is concerned that the Aruba solution will not provide the features that the company needs.

What should you explain about Aruba CX switches?
* These switches have as large a feature set as any data center switches in the industry, and they exceed Cisco switches in this area.
* These switches integrate with HPE compute solutions, and it is those compute solutions that provide the depth of functionality.
* These switches have a solid base feature set. and the customer can unlock more features by adding specialized licenses.
* Aruba switches provide key data center features you seek, and their programmability, agility, and cloud-native micro-services architecture exceed competitive functionality.

NEW QUESTION 121

You are proposing Aruba ESP Unified infrastructure and zero trust security solutions to a customer. You learned that the client uses ServiceNow. How should you approach this customer?
* Advise customer to get rid of all servicenow subscriptions because aruba central can replace ServiceNow as aruba central offers comprehensive trouble ticketing capabilities
* Redirect to only offer aruba unified infrastructure because Servicenow does not integrate with aruba zero trust secutiry solutions
* Upsell aruba APs and gateways because they can be configured by servicenow to simplify management
* Emphasize the integration of aruba clearpass with servicenow, including the ability to automatically issue a trouble ticket

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