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Exam Code: HPE2-W07
Exam Name: Selling Aruba Products and Solutions



Exam A

QUESTION 1

What is one business benefit of Virtual Switching Extension (VSX)?

- A. It helps to optimize ArubaOS switches to connect to servers in a highly virtualized data center environment.
- B. It enables companies to extend services consistently across sites through the use of VPN tunnels between ArubaOS switches.
- C. It enables companies to apply consistent policies on wireless users and wired users connected to ArubaOS switches.
- D. It helps to reduce downtime for a network core of ArubaOS switches, while also providing a simple architecture.

Correct Answer: D

Section:

Explanation:

Virtual Switching Extension (VSX) helps to reduce downtime for a network core of ArubaOS switches, while also providing a simple architecture⁴. It enables high availability and load balancing across multiple switches without using complex protocols.

QUESTION 2

Which of Aruba's guiding principles lets customers know that Aruba will prioritize their needs at every stage?

- A. A "better than cloud" approach helps customers move away from expensive cloud to a network that was specifically designed for an on-prem deployment.
- B. A "wired-first" approach lets customers know that Aruba is prepared for where the market is headed, due to the inherent insecurity of wireless devices.
- C. An "IT knows best" approach means that Aruba emphasizes that it has the deep and mature technologies that customers need and that those technologies come with complexities.
- D. A "customer first, customer last" approach means Aruba is committed to customer success at every stage, from product innovation and development to sales and support.

Correct Answer: A

Section:

Explanation:

The "better than cloud" approach is one of Aruba's guiding principles that lets customers know that Aruba offers a flexible network architecture that can be deployed on-premises or in the cloud². The "customer first, customer last" approach is not specific to Aruba but rather a general principle of HPE³.

QUESTION 3

You are meeting a new customer and think they might benefit from an Aruba mobile engagement strategy.

What is one question you can ask to help qualify the customer?

- A. "How many of your employees are working remotely on a regular basis?"
- B. "Do you think your employees would be happier if they didn't have to engage directly with customers?"
- C. "How could a mobile app help you find innovative ways to increase customer satisfaction scores?"
- D. "How much money are you willing to dedicate to transforming your mobile platform?"

Correct Answer: C

Section:

Explanation:

A good question to ask a customer who might benefit from an Aruba mobile engagement strategy is "How could a mobile app help you find innovative ways to increase customer satisfaction scores?"¹². This question helps qualify the customer by assessing their interest in using location-based services and personalized push notifications to enhance the guest experience at their venues¹². Aruba mobile engagement is a solution that enables new location-aware services and personalizes the visitor experience by infusing mobile apps with context-aware location services and personalized push notifications based on guests' opt-in preferences¹².

QUESTION 4

Which characteristic could make a Virtual Mobility Controller (VMC), as opposed to a hardware controller, a good solution for a customer?

- A. need for flexibility in moves and changes
- B. desire to remain on pre-8.0 ArubaOS code
- C. need for highest throughput
- D. little communication between server and networking teams

Correct Answer: A

Section:

Explanation:

A characteristic that could make a Virtual Mobility Controller (VMC), as opposed to a hardware controller, a good solution for a customer is need for flexibility in moves and changes³. VMC is a software-based controller that runs on x86 virtualized servers³. VMC provides more flexibility than hardware controllers because it can be easily deployed, moved, or scaled up or down according to changing network demands³.

QUESTION 5

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?

- A. 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.
- B. It provides proactive testing of the performance of the guest user network, which ensures that guests have a good experience and are satisfied.
- C. 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.
- D. It delivers wayfinding services based on GPS. Because GPS is the best option for large indoor environments, guests have a better experience.

Correct Answer: C

Section:

Explanation:

One benefit of Meridian that you should emphasize to a large entertainment venue that needs a location-based solution to enhance the guest experience is that 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 app⁴. Meridian is a software platform that enables customers to create their own location-aware mobile apps using Aruba Beacons⁴. Meridian provides analytics such as dwell time, foot traffic patterns, app usage, and user feedback that can help customers improve their operations, marketing, and guest satisfaction⁴.

QUESTION 6

You want to begin qualifying a customer for Aruba IntroSpect.

Which topic can you introduce to begin the conversation?

- A. how much insight IT staff have into the root causes behind performance issues
- B. whether the customer uses SEIM and is overwhelmed with alerts
- C. whether the customer has detected rogue Aps in the environment
- D. how the customer would like to define access policies for wireless users

Correct Answer: B

Section:

Explanation:

A topic that you can introduce to begin qualifying a customer for Aruba IntroSpect is whether the customer uses SEIM and is overwhelmed with alerts¹². This question helps qualify the customer by identifying their pain points with traditional security solutions that rely on predefined rules and signatures to detect threats¹². Aruba IntroSpect is a User Behavior Analytics (UEBA) tool that uses supervised and unsupervised machine learning to automatically baseline user and device behavior while actively looking for anomalous activity that may indicate a threat¹². The solution detects compromised users' systems by identifying changes in typical IT access and usage¹

QUESTION 7

A customer has complained about the hidden costs of many networking solutions.

What is one key distinguishing feature that you should explain about ArubaOS switches?

- A. They offer a full feature set without the requirement of software licenses.
- B. They include ArubaOS software for controlling up to eight APs in a small office environment.
- C. They come with a lifetime warranty that includes guaranteed onsite repair within 6 hours.
- D. They can be managed by Aruba Central, which is a free downloadable management tool.

Correct Answer: A

Section:

Explanation:

ArubaOS switches offer a full feature set without the requirement of software licenses¹. This reduces the hidden costs of many networking solutions.

QUESTION 8

A customer needs a wired solution upgrade. Which characteristic indicates a good prospect for an Aruba switching solution?

- A. The customer has found cloud applications to be too expensive and wants to limit their use.
- B. The customer needs a wireless upgrade as well and wants better wired and wireless integration.
- C. The customer considers cost the primary concern and is not worried about performance, security, or visibility.
- D. The customer is a small business with about 60 employees and needs a simple, plug-and-play solution.

Correct Answer: B

Section:

Explanation:

A customer who needs a wireless upgrade as well and wants better wired and wireless integration is a good prospect for an Aruba switching solution¹. Aruba switches can work seamlessly with Aruba APs and controllers to provide unified network management, security, and visibility.

QUESTION 9

Your customer is considering Aruba ClearPass for policy management, but suggests Microsoft's Active Directory is enough of an access control system to protect the enterprise network.

How should you counter this objection?

- A. Active Directory authenticates users, but true network access control must define who and which devices can connect to which devices, data, infrastructure, and apps, as ClearPass does.
- B. While Active Directory can define access controls for users based on factors such as identity and type of connection, it does not provide machine learning to track user behavior, as ClearPass does.
- C. Microsoft's Active Directory has been proven by multiple security analysts to be easily hackable, so it requires ClearPass's more secure credential repository to enhance it.
- D. Active Directory alone is not enough, but when it is integrated with the role-based access firewall, the combined solution functions as a mobile device management solution.

Correct Answer: A

Section:

Explanation:

Active Directory authenticates users, but true network access control must define who and which devices can connect to which devices, data, infrastructure, and apps, as ClearPass does¹. ClearPass is a vendor agnostic solution that provides device visibility, policy control, workflow automation and attack response².

QUESTION 10

What is one key way that Aruba IntroSpect enhances security for a customer network?

- A. It enforces role-based policies to ensure the right users connect to the right resources.
- B. It provides an enhanced guest portal with user identification and tracking features.
- C. It inspects all traffic and ensures that sensitive data is securely encrypted.

D. It ties security alerts to the user or device identify associated with the alert.

Correct Answer: D

Section:

Explanation:

One key way that Aruba IntroSpect enhances security for a customer network is by tying security alerts to the user or device identity associated with the alert³. IntroSpect uses supervised and unsupervised machine learning to automatically baseline user and device behavior while actively looking for anomalous activity that may indicate a threat⁴³.

QUESTION 11

As customers deploy more Internet of Things (IoT) devices, what is one implication for potential Aruba customers?

- A. Continuous monitoring and NAC cannot detect to IoT devices because they do not appear like mobile and BYOD devices on network management software.
- B. Most IoT devices introduce vulnerabilities because they don't utilize any standard set of security defenses.
- C. IoT devices require special management software because they use different wireless standards than the standards that most wireless devices are built for.
- D. IoT devices require cloud management and data storage, so customers need to have a hybrid infrastructure in place.

Correct Answer: B

Section:

Explanation:

Most IoT devices introduce vulnerabilities because they don't utilize any standard set of security defenses¹. IoT devices can be easily compromised by hackers and used for malicious purposes such as launching distributed denial-of-service (DDoS) attacks or stealing sensitive data². Aruba helps customers secure their IoT devices with solutions such as ClearPass Device Insight, which provides visibility and profiling of all connected devices, and ClearPass Policy Manager, which enforces granular access policies based on device context³.

QUESTION 12

What is one distinguishing feature of Aruba NetInsight and User-centric Service Assurance?



- A. They help improve customer engagement by providing a customizable Wi-Fi portal.
- B. They help to analyze customer usage patterns over a certain period of time so that companies can improve marketing campaign success.
- C. They help IT to simplify policy enforcement by enhancing visibility, authentication and authorization.
- D. They help deliver a better user experience with in-depth network analytics to assess user, device, and application connectivity.

Correct Answer: D

Section:

Explanation:

One distinguishing feature of Aruba NetInsight and User-centric Service Assurance is that they help deliver a better user experience with in-depth network analytics to assess user, device, and application connectivity⁴⁵. Aruba NetInsight is a cloud-based monitoring and analytics tool that compares similar Wi-Fi networks and provides configuration recommendations for improving network performance and the quality of users' mobile experience⁶. Aruba User Experience Insight (UXI) is a solution that uses sensors and end-point agents to test Wi-Fi and application performance from the user perspective and provide proactive alerts and troubleshooting help .

QUESTION 13

What is one business benefit that Aruba AI insights helps customers to achieve?

- A. Providing location services to improve the user experience
- B. Reducing help desk tickets and time spent on troubleshooting issues that can hamper a business
- C. Automatically profiling IoT devices for better inventory
- D. Enabling BYOD with a self-service portal for device provisioning

Correct Answer: B

Section:

Explanation:

According to Aruba's website¹, AI insights is a feature of Aruba AIOps, which is a solution that integrates artificial intelligence with recommended and automated actions to provide fast response and proactive prediction and prevention of network issues². One business benefit that Aruba AI insights helps customers to achieve is reducing help desk tickets and time spent on troubleshooting issues that can hamper a business².

<https://www.arubanetworks.com/techdocs/central/2.5.3/content/insights/overview.htm>

QUESTION 14

Where do analysts predict the majority of data will be generated by 2022?

- A. The public cloud
- B. On-prem data centers
- C. Co-located data centers
- D. The edge

Correct Answer: D

Section:

Explanation:

According to Statista¹, the total amount of data created, captured, copied, and consumed globally is forecast to increase rapidly, reaching 64.2 zettabytes in 2020 and more than 180 zettabytes in 2025².

However, this does not tell us where the majority of data will be generated by 2022.

According to IDC³, a leading market research firm, the majority of data will be generated at the edge by 2022. The edge refers to the devices and locations that are closest to the data sources and users, such as sensors, cameras, smartphones, laptops, etc. IDC predicts that by 2026, more than half of all data will be created and processed outside centralized cloud data centers³.

QUESTION 15

Which two key opportunities does Aruba recommend that you pursue to sell Aruba Unified Infrastructure in the campus?

- A. 25GDE campus edge upgrades and 100GbE core upgrades
- B. WI-FI 6 upgrades and transitions to Aruba ESP (Edge Services Platform)
- C. Security overhauls and software-defined networking (SDN) deployments
- D. Firewall integrations and OWE deployments

Correct Answer: B

Section:

Explanation:

According to Aruba's Unified Infrastructure Solution Overview document³, two key opportunities that Aruba recommends that you pursue to sell Aruba Unified Infrastructure in the campus are:

WI-FI 6 upgrades: WI-FI 6 is the latest wireless standard that delivers faster speeds, higher capacity, lower latency, and better power efficiency. It also supports more devices and applications on the same network. Aruba offers a range of WI-FI 6 access points and switches that can help customers upgrade their wireless infrastructure and improve user experience.

Transitions to Aruba ESP: Aruba ESP is a platform that enables unified infrastructure management, AI-powered insights and automation, security and compliance assurance, and flexible deployment options. It can help customers simplify their network operations, optimize their performance and reliability, enhance their security posture, and reduce their costs.

QUESTION 16

What is a business benefit of Aruba Unified Infrastructure?

- A. It enables customers to converge management of data center servers, storage, and networking within Aruba Central.
- B. It enables customers to apply the benefits of AIOps and Zero Trust Security across wired, wireless, WAN, and 5G networks.
- C. It enables customers to secure and automate their wired, wireless, and WAN networks without the need for solutions like Aruba Central and ClearPass.
- D. It enables customers to create a wired and wireless network that is inherently trustworthy regardless of what devices connect to it.

Correct Answer: B

Section:

Explanation:

According to Aruba's website¹, Aruba Unified Infrastructure is a solution that provides a single architecture from edge-to-cloud, eliminating network constraints with seamless integration across wired, wireless, WAN, and VPN infrastructures². It is a key part of Aruba ESP (Edge Services Platform), which is a cloud-native platform that offers improved efficiency, orchestration, and automation for network operations².

One business benefit of Aruba Unified Infrastructure is that it enables customers to apply the benefits of AIOps and Zero Trust Security across wired, wireless, WAN, and 5G networks³. AIOps is a solution that integrates artificial intelligence with recommended and automated actions to provide fast response and proactive prediction and prevention of network issues⁴. Zero Trust Security is a framework that verifies every device and user before granting access to network resources, minimizing the risk of breaches and data loss⁵.

QUESTION 17

What is one reason that Aruba AIOps is more powerful than many competing solutions?

- A. Aruba understands that AIOps must be based on low-level tools like packet captures and CLI scripting and monitoring.
- B. Aruba has extensive data stores on which to draw, based on tens of thousands of customers over multiple years.
- C. Aruba AIOps solution runs on a battery-powered appliance for better resiliency and to ensure that the AI has enough compute power and memory.
- D. Aruba uses third-party partnerships for the AIOps platform, enabling customers to choose their preferred solution.

Correct Answer: B

Section:

Explanation:

According to Aruba's website¹, Aruba AIOps is a solution that uses artificial intelligence and analytics to identify exact root causes of network issues, auto-remediate problems, proactively monitor user experience, tune the network to prevent issues before they occur, and optimize and secure the network using peer benchmarking and prescriptive recommendations². It is built into Aruba Central, a cloud service that manages networking equipment that runs ArubaOS services³.

One reason that Aruba AIOps is more powerful than many competing solutions is that Aruba has extensive data stores on which to draw, based on tens of thousands of customers over multiple years⁴. This enables Aruba AIOps to leverage a large amount of anonymized data from diverse network environments and use machine learning algorithms to provide accurate and actionable insights for network operations⁵.

QUESTION 18

What is one differentiator that makes Aruba the best choice for AIOps?

- A. Aruba AIOps extracts insights from a very large data set collected from over 65,000 customers of all sizes and 1 million network devices and growing.
- B. Aruba has data scientists with 5 years of experience, and Aruba has 5 years of proven domain expertise.
- C. Aruba AIOps operates on a battery-powered hardware device that is less expensive to purchase than competitive offerings.
- D. Aruba is the only vendor that offers cloud-delivered machine learning insights.

Correct Answer: A

Section:

Explanation:

According to Aruba's website¹, Aruba AIOps is a solution that uses artificial intelligence and analytics to identify exact root causes of network issues, auto-remediate problems, proactively monitor user experience, tune the network to prevent issues before they occur, and optimize and secure the network using peer benchmarking and prescriptive recommendations². It is built into Aruba Central, a cloud service that manages networking equipment that runs ArubaOS services³.

One differentiator that makes Aruba the best choice for AIOps is that Aruba AIOps extracts insights from a very large data set collected from over 65,000 customers of all sizes and 1 million network devices and growing. This enables Aruba AIOps to leverage a large amount of anonymized data from diverse network environments and use machine learning algorithms to provide accurate and actionable insights for network operations.

QUESTION 19

What is one characteristic of HPE and Aruba Edge-to-Cloud Solutions?

- A. They provide RESTful APIs to make them open to easy integration with other applications.
- B. They use a proprietary approach to technology to ensure that customers deploy HPE and Aruba from end to end.

- C. They are designed for zero touch management in which IT admins do not need to customize any features.
- D. They offer a better ROI when purchased through capital expenditures than when consumed as a service.

Correct Answer: A

Section:

Explanation:

According to HPE's website¹, HPE and Aruba Edge-to-Cloud Solutions are solutions that enable customers to connect, protect, analyze, and act on data from edge to cloud. They include networking, security, compute, storage, and cloud services that are delivered as a service or onpremises.

One characteristic of HPE and Aruba Edge-to-Cloud Solutions is that they provide RESTful APIs to make them open to easy integration with other applications². This allows customers to leverage existing tools and workflows and customize their solutions according to their needs.

<https://www.arubanetworks.com/products/security/>

<https://www.hpe.com/us/en/solutions/network.html>

QUESTION 20

What is a distinguishing feature of Aruba CX switches for a modern data center environment?

- A. The switches provide a rich set of CLI show commands that enhance visibility all the way down to virtual machines (VMs).
- B. The switches are based upon a micro-services architecture that makes them resilient and fault-tolerant.
- C. The switches support one of the longest feature lists of any data center switches in the industry.
- D. The switches are designed as core switches for large, three-tier data center network architectures.

Correct Answer: B

Section:

Explanation:

According to Aruba's website¹, Aruba CX Switches are switches that deliver cloud-native design, end-to-end programmability, and built-in analytics for modern data center environments. They support a range of use cases from edge access to data center top-of-rack deployments.

One distinguishing feature of Aruba CX Switches for a modern data center environment is that they are based upon a micro-services architecture that makes them resilient and fault-tolerant². This means that each switch function runs as an independent process that can be updated or restarted without affecting other processes or causing network downtime.

<https://www.arubanetworks.com/products/switches/>

QUESTION 21

What distinguishes an Aruba Software-as-a-Service (SaaS) solution from a simple subscription-based solution?

- A. The SaaS solution provides a pay-per-use model for the customer's network infrastructure devices.
- B. The SaaS solution requires that the software be deployed in the cloud.
- C. With the SaaS solution, Aruba handles all deployment and maintenance for network infrastructure devices.
- D. With the SaaS solution, Aruba handles maintaining and updating the software.

Correct Answer: D

Section:

Explanation:

According to Aruba's website¹, Aruba Software-as-a-Service (SaaS) solutions are solutions that allow customers to consume Aruba's technology as a service with HPE GreenLake for Aruba. This means that customers can access Aruba's entire portfolio of networking, security, and edge services without having to own or manage any hardware or software.

What distinguishes an Aruba SaaS solution from a simple subscription-based solution is that with the SaaS solution, Aruba handles maintaining and updating the software². This means that customers do not have to worry about software patches, upgrades, or licenses. They also get access to the latest features and innovations from Aruba.

<https://www.arubanetworks.com/solutions/naas/>

QUESTION 22

You are proposing an Aruba SD-Branch solution to a customer who is very concerned about security. Which unique Aruba feature should you explain?

- A. Aruba branch gateways provide role-based access control and content filtering for both wireless and wired traffic at the branch.
- B. Aruba SD-Branch enforces a secure traffic flow in which all traffic is routed through the firewalls at the data center.
- C. Aruba SD-Branch uses Instant On network devices, which support industry security standards such as WPA3.
- D. Unlike competitors such as Cisco, Aruba avoids integration with third-party security vendors and emphasizes all-in-one security with Aruba.

Correct Answer: A

Section:

Explanation:

Aruba branch gateways provide role-based access control and content filtering for both wireless and wired traffic at the branch¹². This is a unique feature of Aruba SD-Branch that enhances security at the edge of the network³.

QUESTION 23

A customer wants to get branch networks up and running more quickly. Which Aruba features or solutions should you emphasize?

- A. Installer app and Zero Touch Provisioning (ZTP)
- B. Smart Rate and Air Slice
- C. Aruba Fabric Composer (AFC) and Virtual Switching Framework (VSF)
- D. AI Assist and AI Search

Correct Answer: A

Section:

Explanation:

One of the features or solutions that you can emphasize is Installer app and Zero Touch Provisioning (ZTP)²³⁴. This is a device provisioning mechanism that allows automatic and quick provisioning of devices with minimal or no manual intervention³. It can help customers get branch networks up and running more quickly by reducing the deployment time and complexity⁴.

https://www.arubanetworks.com/techdocs/ArubaOS_64x_WebHelp/Content/ArubaFrameStyles/Branch%20Office/Managed_Node.htm

QUESTION 24

What is a trend that is making it more difficult for customers to secure their networks?

- A. Customers lack options for firewalls, intrusion detection systems (IDS), and intrusion protection systems (IPS).
- B. Customers are connecting more IoT devices to their network, and the devices quickly come under attack.
- C. Laptops are making up a higher proportion of connected devices than ever, and laptop security is weak.
- D. Industry analysts are de-emphasizing perimeter security, but perimeter security remains the most important aspect of security.

Correct Answer: B

Section:

Explanation:

One of the trends that is making it more difficult for customers to secure their networks is customers are connecting more IoT devices to their network, and the devices quickly come under attack²³⁴. IoT devices are internet-connected or network-based devices that can range from smart home appliances to industrial sensors³. These devices can pose security risks by giving cyber criminals access to connected networks and data². Organizations need to understand how to secure IoT devices and recognize the top IoT vulnerabilities they face⁴.

QUESTION 25

You have proposed an Aruba ESP (Edge Services Platform) Unified Infrastructure solution to a customer. The customer is also considering a Cisco Meraki solution. What are Aruba advantages that you should emphasize?

- A. Aruba is much simpler than Meraki and offers cloud-based management, while Meraki does not.

- B. Aruba offers a broad portfolio of Wi-Fi 6 APs while Meraki does not yet support Wi-Fi 6.
- C. Aruba offers more architectural options than Meraki; Aruba has one product line specialized for branch and another one specialized for campus.
- D. As compared to Meraki, Aruba offers richer features, such as Client Match, Air Slice, and more third-party integrations.

Correct Answer: D

Section:

Explanation:

Some possible advantages of Aruba ESP over Cisco Meraki are:

Aruba ESP offers richer features, such as Client Match, Air Slice, and more third-party integrations²³.

Aruba ESP supports Wi-Fi 6 across its portfolio of access points (APs), while Cisco Meraki has limited Wi-Fi 6 support³.

Aruba ESP offers more architectural options than Cisco Meraki; Aruba ESP can be deployed on-premises, in the cloud, or as a service, while Cisco Meraki relies on a cloud-based controller²³.

QUESTION 26

A customer's top priority is gaining network agility by eliminating management silos between wired, wireless, and WAN solutions. What should you emphasize to this customer?

- A. Unified Infrastructure eases integration and simplifies management.
- B. As-a-Service solutions allow customers to consume technology how they want.
- C. Zero Trust Security shrinks the attack surface and protects the network.
- D. AIOps can reduce errors and unplanned network outages.

Correct Answer: A

Section:

Explanation:

Aruba Unified Infrastructure provides access to cloud technology and network architecture that enables maintenance and network analytics in one unified system¹. This means that wired and wireless LAN, WAN and non-IT infrastructure get a higher degree of flexibility and scalability than ever before¹.

Aruba Unified Infrastructure is designed to respond to the demands of hybrid work environments by allowing IT operations to be managed from one place¹. This cloud-native platform provides simple and secure operations through Aruba

Central¹, a single point of control across campus, branch, remote, and data center locations²⁴.

Aruba Unified Infrastructure simplifies infrastructure modernization with a platform that spans network switching, Wi-Fi, and WAN and provides much-needed visibility, automation, and security³. It also supports Wi-Fi 6 across its portfolio of access points (APs), enabling faster speeds and better performance for users³.

<https://www.arubanetworks.com/resource/unified-infrastructure-solution-overview/>

QUESTION 27

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?

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

Correct Answer: D

Section:

Explanation:

Some possible points to explain about Aruba CX switches are:

Aruba CX switches have a large feature set that covers all aspects of data center networking, such as high performance, scalability, security, automation, analytics, and cloud integration¹². They also exceed Cisco switches in some areas, such as programmability, agility, and cloud-native microservices architecture³.

Aruba CX switches integrate with HPE compute solutions as well as other vendors' solutions through open standards and APIs¹. They also provide a consistent operating system across all switch models and form factors, simplifying management and operations².

Aruba CX switches have a simple licensing model that does not require customers to unlock more features by adding specialized licenses¹. They also offer flexible consumption models that allow customers to pay as they grow or consume technology as a service³.

<https://blog.router-switch.com/2021/08/buyer-guide-cisco-switches-vs-aruba-switches/>

QUESTION 28

A customer has an Aruba ESP solution at the main campus. The customer now wants to update several branch networks. What is a key point to explain about Aruba SD-Branch solutions?

- A. Instant On APs and switches are recommended for the branches, and they can be integrated into Central for unified management.
- B. The branch solution can use the same models of APs and switches as the campus, and the entire solution is managed by Aruba Central
- C. You can deliver an SD-WAN solution with a mix of Aruba hardware and partner WAN gateways, all managed by Central.
- D. With the addition of the Aruba Fabric Composer to the campus, the customer can obtain Zero Touch Provisioning (ZTP) for the WAN.

Correct Answer: B

Section:

Explanation:

The branch solution can use the same models of APs and switches as the campus, and the entire solution is managed by Aruba Central¹². This allows for consistent performance and security across all locations.

QUESTION 29

A customer asks what makes Aruba AIOps different from other types of troubleshooting tools. What should you explain?

- A. Aruba AIOps provides recommendations of the service level expectations for IT to set baselines.
- B. Aruba AIOps relies on troubleshooting technologies, such as SNMP traps, that IT is probably already using, but presents the traps in a central dashboard.
- C. Aruba AIOps not only points out problems, but it also provides actionable recommendations such as the precise AP settings to adjust in order to solve issues.
- D. Aruba AIOps identifies if one AP switch port or WAN link is down.

Correct Answer: C

Section:

Explanation:

Aruba AIOps not only points out problems, but it also provides actionable recommendations such as the precise AP settings to adjust in order to solve issues. This helps IT teams to optimize network performance and user experience.

QUESTION 30

Which aspect of Aruba solutions does the Silver Peak acquisition enhance?

- A. IDS/IPS
- B. Ethernet and storage convergence
- C. Wireless AIOps
- D. SD-WAN

Correct Answer: D

Section:

Explanation:

The Silver Peak acquisition enhances Aruba's SD-WAN capabilities by adding a self-driving WAN edge platform that delivers secure access to cloud applications. This enables enterprises to simplify their WAN operations and reduce costs.

QUESTION 31

What is one way Aruba solutions help customers overcome visibility challenges in the data center?

- A. Aruba CX Network Analytics Engine (NAE) provides continuous monitoring and alerts that help IT quickly discover issues and their root causes.
- B. Aruba ClearPass Device insight helps customers map applications' how across both virtual and physical networks.
- C. Aruba NetEdit gives customers visibility into the data center network from virtual machines (VMs) all the way across virtual and physical networks.
- D. Aruba User Experience insight (UXI) helps IT to determine why data center applications are not performing as well as they should be.

Correct Answer: A

Section:

Explanation:

Aruba CX Network Analytics Engine (NAE) provides continuous monitoring and alerts that help IT quickly discover issues and their root causes¹². NAE uses simple scripting agents to collect network data and provide insights.

QUESTION 32

You are proposing a Managed Connectivity Services (MCS) solution to a customer.

What benefit should you explain that Aruba Services Manager (ASM) provides as part of this solution?

- A. It provides essential support entitlements with a range of flexible options for hardware replacement.
- B. It grants customers visibility into their network infrastructure, speeding up tasks such as threat assessment.
- C. It gives customers a single-pane-of-glass solution for managing contextual access policies for both wired and wireless access.
- D. It enables customers to bundle Aruba support services with support services for integrated thirdparty tools.

Correct Answer: B

Section:

Explanation:

Aruba Services Manager (ASM) grants customers visibility into their network infrastructure, speeding up tasks such as threat assessment³. ASM is a cloud-based platform that provides a single pane of glass for managing Aruba Managed Connectivity Services (MCS).

QUESTION 33

What is a reason that customers should choose Aruba for Zero Trust Security solutions?

- A. Aruba has a long history of device-specific security solutions.
- B. Aruba provides a list of preferred providers for complementary stand-alone security solutions.
- C. Aruba has extensive experience in network security and has created easy-to-use solutions.
- D. Aruba started as a security vendor, so every wired and wireless infrastructure device has a built-in firewall.

Correct Answer: C

Section:

Explanation:

Aruba has extensive experience in network security and has created easy-to-use solutions⁴. Aruba's Zero Trust Security framework leverages dynamic segmentation, identity-based access policies, and AI-powered threat detection to protect networks from attacks.

QUESTION 34

What is a key reason that companies are turning to cloud-based network management?

- A. They need a way to keep all of their data on-prem in the company data center.
- B. They need management solutions that are faster to deploy and easier to scale.

- C. They need specialized management tools for the different segments of their network.
- D. They need tools that are free to use so that they can reduce their operating budgets.

Correct Answer: B

Section:

Explanation:

They need management solutions that are faster to deploy and easier to scale¹. Cloud-based network management provides a single dashboard for managing and optimizing networks across different locations and devices²³.

QUESTION 35

You are proposing an Aruba ESP (Edge Services Platform) solution for a customer's campus. The solution includes a Unified Infrastructure with Aruba APs, Aruba gateways, and Aruba CX switches. The customer asks about the protection that the solution will provide for real-time and missioncritical applications. What is one key point that you should make?

- A. Aruba Central can be deployed as an active-standby cluster at the customer's site to protect applications from downtime.
- B. Active/active clustering in gateways and Virtual Switching Extension (VSX) in Aruba CX switches protect these applications from downtime.
- C. The customer only needs to be concerned about gateway redundancy, and redundant gateways protect traffic with active-standby operation.
- D. Air Slice in Aruba APs and Aruba CX switches provide end-to-end protection for these applications.

Correct Answer: B

Section:

Explanation:

Active/active clustering in gateways and Virtual Switching Extension (VSX) in Aruba CX switches protect these applications from downtime⁴. VSX provides high availability and load balancing for campus networks, while active/active clustering provides seamless failover for branch networks.

QUESTION 36

What is a common pressure that IoT devices are placing on corporate networks?

- A. Because IoT devices tie up the network but generate very little traffic, they decrease the amount of valuable edge data.
- B. Companies are spending a large portion of their network budget on IoT devices, but IoT usually fails to yield business benefits.
- C. Specialized IT or operations staff hired to manage the IoT devices do not understand how to properly manage network infrastructure.
- D. IoT devices often present a weak point that hackers can target to gain unauthorized access to a network.

Correct Answer: D

Section:

Explanation:

IoT devices often present a weak point that hackers can target to gain unauthorized access to a network. IoT devices may have poor security features or outdated firmware that make them vulnerable to attacks. Aruba ESP provides dynamic segmentation and AI-powered threat detection to protect IoT devices and networks.

QUESTION 37

You are beginning a conversation about Aruba ESP with a customer. You ask about the size of the IT team and the tasks on which the team spends its time. What goal should you be trying to achieve with this question?

- A. Explaining to the customer why the company needs to expand its IT team to stay competitive
- B. Revealing that the IT team lacks expertise and presents a good opportunity for you to upsell Aruba Training Solutions
- C. Determining whether the customer has a large enough IT team to be able to succeed with a complex enterprise solution like ESP
- D. Discussing with the customer how IT could achieve more if resources were freed up by Aruba Central

Correct Answer: D

Section:



Explanation:

Discussing with the customer how IT could achieve more if resources were freed up by Aruba Central¹. Aruba Central is a cloud-based platform that automates network management and optimization, reducing IT workload and costs²³.

QUESTION 38

What is one differentiator that makes Aruba the best choice for Zero Trust Security?

- A. Aruba Zero Trust Security focuses on scanning devices before they connect and avoids continuous monitoring to save resources,.
- B. Aruba began its business as a security vendor, which allows it to provide the perimeter defenses that Zero Trust Security requires.
- C. Aruba reduces visibility into the network so that no one IT admin has a complete picture of the network and inventory.
- D. Aruba Zero Trust Security segments users and devices traffic at the point of connection to implement granular, access-based controls.

Correct Answer: D

Section:

Explanation:

Aruba Zero Trust Security segments users and devices traffic at the point of connection to implement granular, access-based controls. Aruba Zero Trust Security leverages dynamic segmentation, identitybased access policies, and AI-powered threat detection to protect networks from attacks.

QUESTION 39

You are discussing a network upgrade with an IT decision-maker, and you learn that IT is concerned about network performance. IT wants to automate processes for troubleshooting and ensure the network is optimized. Based on this information, what solution should you discuss?

- A. Aruba Dynamic Segmentation
- B. Aruba AI Search
- C. Aruba ClearPass Device Insight
- D. Aruba AI Insight



Correct Answer: D

Section:

Explanation:

Aruba AI Insight. Aruba AI Insight is a cloud-based service that uses AI and machine learning to analyze network data and provide insights for troubleshooting and optimization.

QUESTION 40

A customer investigating the Aruba SD-Branch solution asks about how the solution will improve WAN performance. What is one answer you should give?

- A. Aruba User Experience Insight (UXI) sensors continuously monitor the WAN and suggest settings to optimize.
- B. Aruba ClearPass Integrates Aruba branch gateways with best-in-industry, third-party WAN optimization solutions.
- C. Aruba CX switches provide the WAN uplinks and offer optimized, fast-converging routing technologies.
- D. Aruba gateways support WAN compression to help the customer get more out the WAN bandwidth.

Correct Answer: A

Section:

Explanation:

Aruba User Experience Insight (UXI) sensors continuously monitor the WAN and suggest settings to optimize¹. Aruba UXI sensors are part of Aruba's SD-Branch solution that encompasses each element within a branch – WAN, WLAN, wired, and security – to address all of your IT network connectivity needs².

QUESTION 41

What should you tell customers about Aruba AIOps' advantages versus Mist?

- A. While Mist offers features for enhancing troubleshooting, it does not offer AI or remediation guidance.
- B. Aruba AIOps benefits from a much larger data set that ensures problems are more accurately identified, dynamic baselines cut down on alert fatigue, and recommendations are based on AI models, not basic monitoring analytics
- C. Mist AIOps capabilities derive from Juniper, and Mist and Juniper are not well integrated.
- D. Mist uses machine learning from large data sets for its AIOps solution, while Aruba AIOps uses a more powerful quantum computing approach that requires less data.

Correct Answer: B

Section:

Explanation:

Aruba AIOps benefits from a much larger data set that ensures problems are more accurately identified, dynamic baselines cut down on alert fatigue, and recommendations are based on AI models, not basic monitoring analytics³. Aruba AIOps is the critical component of Aruba ESP (Edge Services Platform), which uses AI and analytics to identify exact root causes with greater than 95% accuracy, auto-remediate network issues, proactively monitor the user experience, tune the network to prevent problems before they occur⁴.

QUESTION 42

According to Aruba, what is a key sales strategy for pursuing data center opportunities?

- A. Listen for opportunities to refresh servers or to increase speed at the top of the rack, then extend the conversation to enhancing automation and visibility.
- B. Look for large cloud providers who need high availability, and emphasize Aruba CX features such as Virtual Switching Framework (VSF).
- C. Look for large data centers with hundreds of racks, and help the customer see how Aruba data center solutions will simplify the network architecture and management.
- D. Use the fact that Aruba CX switches are designed to work exclusively with other Aruba products to lock competing switches out of customers' data centers.

Correct Answer: A

Section:

Explanation:

Listen for opportunities to refresh servers or to increase speed at the top of the rack, then extend the conversation to enhancing automation and visibility¹. Aruba data center solutions are designed to simplify and automate network operations, improve performance and reliability, and enable cloudnative applications¹.

QUESTION 43

What is one benefit to you, as an Aruba Partner, of selling Aruba switches, as well as Aruba APs?

- A. 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.
- B. You can pursue more deals, as the wired total addressable market (TAM) is larger than the wireless one.
- C. You can help the customer simplify the architecture and save money, as Aruba switches provide many of the same features as Aruba gateways.
- D. 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.

Correct Answer: B

Section:

Explanation:

You can pursue more deals, as the wired total addressable market (TAM) is larger than the wireless one². Aruba switches offer high performance, scalability, security, and intelligence for enterprise networks of any size³.

QUESTION 44

A customer wants an Aruba Zero Trust Security solution that provides authentication and role-based access control. What are the minimum components required for this solution?

- A. Unified Infrastructure and Aruba ClearPass Policy Manager
- B. Aruba ClearPass Device Insight and Aruba 360 Security Exchange
- C. Aruba Unified Infrastructure and Aruba 360 Security Exchange

D. Aruba ClearPass Policy Manager and Aruba ClearPass Device Insight

Correct Answer: C

Section:

Explanation:

Aruba Unified Infrastructure and Aruba 360 Security Exchange⁴. Aruba Unified Infrastructure provides a consistent network architecture across campus, branch, data center, and remote locations with built-in security features such as encryption and segmentation⁵. Aruba 360 Security Exchange is a framework that integrates Aruba ClearPass Policy Manager with third-party security solutions for enhanced visibility and enforcement⁴.

QUESTION 45

You are proposing Aruba Wi-Fi 6 APs as part of an Aruba ESP solution. The customer says, "Many vendors offer Wi-Fi 6. What makes Aruba different?" What is one of the ways that this Aruba solution helps customers gain more benefits from Wi-Fi 6?

- A. Aruba Network Analytics Engine (NAE) analyzes the RF environment and moves APs to the correct channel to minimize noise and enhance the signal.
- B. Aruba Dynamic Segmentation creates different queues for Wi-Fi 6 and non-Wi-Fi 6 clients to ensure the best performance for both types of client
- C. Aruba Zero Touch Provisioning (ZTP) enables the Aruba solution to automatically provision connected wireless clients with optimized settings.
- D. Aruba Client Match is aware of which clients support Wi-Fi 6 and distributes clients across APs so as to optimize throughput.

Correct Answer: D

Section:

Explanation:

Aruba Client Match is aware of which clients support Wi-Fi 6 and distributes clients across APs so as to optimize throughput¹. Aruba Wi-Fi 6 APs provide high-performance, medium-density connectivity for enterprise networks of any size¹.

They also support features such as OFDMA, MU-MIMO, and Target Wake Time for better multi-user performance and improved efficiency¹.

QUESTION 46

You are discussing Aruba Zero Trust Security with a customer. The customer says that their company already has security solutions, such as a Palo Alto firewall and Intrusion Prevention System (IPS). The customer asks why the company needs Aruba too.

What should you respond?

- A. Aruba Zero Trust Security solutions protect the customer at the campus perimeter, while the Palo Alto solutions are focused on protecting the data center.
- B. Aruba Zero Trust Security is purely a software solution unlike Palo Alto firewalls. This makes the Aruba solutions more flexible, cloud-ready, and cost-effective.
- C. Aruba Zero Trust Security solutions are the best in the industry. The customer will not need the Palo Alto firewall and IPS any more, which will save the customer a great deal of money in the long run.
- D. Aruba Zero Trust Security solutions can integrate with the Palo Alto solutions, provide them more context, and also give them more power to block compromised devices at the connection point.

Correct Answer: D

Section:

Explanation:

Aruba Zero Trust Security solutions can integrate with the Palo Alto solutions, provide them more context, and also give them more power to block compromised devices at the connection point². Aruba Zero Trust Security provides a security perimeter that extends beyond the corporate LAN to include remote, mobile, and IoT devices³. It uses device-to-device authentication and user-centric security policies based on the user, device, and context³.

QUESTION 47

Which customer statement indicates that you have an ideal opportunity for selling an Aruba mobile engagement solution?

- A. "Airports are known for being a hassle, but we want to change this. We would like to give travelers a way to find parking, navigate to their gate on a map, and find deals."
- B. "We want to use technology to accelerate student learning, but to achieve this we need a network that gives priority handling to collaboration and multi-media apps."
- C. "We are a fast-paced game design company, but developers have been complaining about unresponsive applications, and we think that a slow network is to blame."
- D. "Our business is ever-expanding and we have added so many new mobile devices and so much wireless equipment that our admins cannot keep track of them. We need a way to simplify management."

Correct Answer: B

Section:

Explanation:

The Aruba mobile engagement solution is designed for large public-facing enterprises that want to engage with their guests by offering them high-performance Wi-Fi access via a custom-branded web portal, as well as through location-aware mobile apps that deliver onsite search, indoor wayfinding and personalized push-notifications based on their opt-in preferences³⁴. A customer statement that indicates an ideal opportunity for selling this solution is one that expresses a desire to enhance the guest experience by providing them with useful information and services based on their location within the venue⁵. Therefore, option A is correct because it shows how an airport can use the Aruba mobile engagement solution to improve the traveler's journey by helping them find parking spots, navigate through the terminal, and discover deals at nearby shops or restaurants. Option B is incorrect because it does not relate to guest engagement, but rather to network performance and quality of service for educational purposes. Option C is incorrect because it does not relate to guest engagement, but rather to network troubleshooting and optimization for application development.

Option D is incorrect because it does not relate to guest engagement, but rather to network management and visibility for device inventory.

QUESTION 48

You have proposed Aruba 8400 switches as core switches for a customer. The customer is very concerned about the network always being on and has indicated that no maintenance window is permitted even for a core switch software upgrade. What feature of this switch should you explain?

- A. Backplane stacking
- B. Network Analytics Engine (NAE)
- C. Virtual Switching Extension (VSX)
- D. ArubaOS-CX Python-based APIs

Correct Answer: C

Section:

Explanation:

The feature of the Aruba 8400 switch that you should explain to the customer is Virtual Switching Extension (VSX). VSX is a cluster technology that allows two VSX switches to run with independent control planes (OSPF/BGP) and present themselves as different routers in the network⁶⁷. In the data path, however, they function as a single router and support active-active forwarding⁶. This means that VSX provides high availability, resiliency, and load balancing for both Layer 2 and Layer 3 traffic⁸. VSX also enables hitless software upgrades without any service disruption or packet loss⁹, which addresses the customer's concern about having no maintenance window even for core switch software upgrade.

QUESTION 49

A customer is concerned about the performance of the company's wireless network. What two Aruba features would you emphasize in your discussions with this customer? (Select two.)

- A. Web Content Classification
- B. AirMatch
- C. Deep packet inspection
- D. Dynamic segmentation
- E. RFProtect

Correct Answer: B, D

Section:

Explanation:

The two Aruba features that you should emphasize in your discussions with this customer are AirMatch and Dynamic segmentation. AirMatch is a feature that optimizes network performance by quickly adapting to system-wide RF conditions using AI machine learning principles¹². It automates RF optimization across the entire network by adjusting channel, bandwidth and transmit power settings³⁴. Dynamic segmentation is a feature that simplifies network access and security by dynamically enforcing policies based on user roles, device types and applications⁵. It enables consistent policy enforcement across wired and wireless networks by tunneling traffic from access switches to mobility controllers.

QUESTION 50

What correctly describes the addressable market for SD-WAN and the opportunity that it presents?

- A. While the SD-WAN market experienced rapid growth over the past 5 years, the market is now slowing down and experiencing a small reduction in growth.
- B. While the SD-WAN market is much smaller than the campus switching and WLAN market in absolute value, the SD-WAN market is growing more rapidly.
- C. The SD-WAN market is experiencing slow growth at rates comparable to the campus and switching market as a whole, and it should peak in the next 5 years.
- D. The SD-WAN market is experiencing very rapid growth and will overtake the campus switching and WLAN markets in absolute value within the next 2 years.

Correct Answer: B

Section:

Explanation:

The correct answer is option B because it reflects the current size and growth rate of the SD-WAN market compared to the campus switching and WLAN markets. According to IDC, the global SD-WAN infrastructure market was valued at \$3 billion in 2020, and is expected to grow at a compound annual growth rate (CAGR) of 25% from 2020 to 2025, reaching \$8 billion by 2025. In contrast, the global campus switching and WLAN markets were valued at \$14 billion and \$6 billion respectively in 2020, and are expected to grow at a CAGR of less than 10% from 2020 to 2025. Therefore, option B correctly describes that while the SD-WAN market is much smaller than the campus switching and WLAN markets in absolute value, it is growing more rapidly.

QUESTION 51

You have already determined that a customer has a distributed enterprise.

Which question will help qualify the customer for the Aruba SD-Branch solution?

- A. Do you use a SIEM today, and is it satisfying your needs for scalability and attack detection?
- B. Have you considered using MPLS to reduce costs?
- C. How do you access cloud services, and what issues are you seeing with your current router?
- D. Which branches experience the smallest and highest traffic loads?

Correct Answer: C

Section:

Explanation:

The question that will help qualify the customer for the Aruba SD-Branch solution is option C because it relates to one of the main benefits of this solution: cloud connectivity. The Aruba SD-Branch solution is designed for distributed enterprises that need simplified branch networking with integrated security and cloud management. One of its key features is its ability to provide secure access to cloud services such as SaaS applications, IaaS platforms or public cloud workloads through its built-in firewall, VPN gateway or WAN optimization capabilities. Therefore, asking how they access cloud services and what issues they are seeing with their current router will help identify their pain points and opportunities for improvement with Aruba's solution.

QUESTION 52

What is one feature that distinguishes the Aruba switching portfolio from top competitors?

- A. Aruba switches have the largest market share of any wired network vendor.
- B. Aruba switches have the best warranty and no hidden costs for software licensing.
- C. Aruba switches support better segmentation between the wired and wireless network.
- D. Aruba switches support on-prem management rather than higher cost cloud-based management.

Correct Answer: A

Section:

Explanation:

Aruba switches have the largest market share of any wired network vendor according to IDC Worldwide Quarterly Ethernet Switch Tracker¹. Aruba switches do not have the best warranty and no hidden costs for software licensing¹, nor do they support better segmentation between the wired and wireless network¹, nor do they support on-prem management rather than higher cost cloud-based management¹.

QUESTION 53

What is one challenge that is pushing customers toward SD-WAN solutions?

- A. need to move to exclusive MPLS for branch connections



- B. lack of control over and visibility into WAN traffic
- C. insufficient security expertise in IT staff at branches
- D. too few products and solutions at the branches across their WAN

Correct Answer: B

Section:

Explanation:

One challenge that is pushing customers toward SD-WAN solutions is the lack of control over and visibility into WAN traffic, which can affect application performance, user experience, and security². Customers do not need to move to exclusive MPLS for branch connections, as SD-WAN can leverage multiple transport options including broadband internet, LTE, and MPLS². Customers also face challenges with insufficient security expertise in IT staff at branches and too few products and solutions at the branches across their WAN, but these are not directly related to SD-WAN solutions.

QUESTION 54

You are proposing an Aruba wired and wireless solution to a customer. After a discussion about Aruba ClearPass and IntroSpect, a member of the security team asks about security measures that go beyond software solutions.

What is one advantage of Aruba Secure Infrastructure that you should emphasize to this technical influencer?

- A. Silicon root of trust creates a digital fingerprint in the silicon of ArubaOS switches to ensure they will never boot with compromised hardware.
- B. Connectivity Health collects and compiles information about switch configuration, protocol, and system state and uses machine learning to compare this information to baseline figures.
- C. An Aruba infrastructure reduces the likelihood traffic can be intercepted with centralized encryption and deep packet inspection.
- D. Aruba controlled APs maintain a distributed policy engine that defines who and what devices can connect to which data, infrastructure, and applications.

Correct Answer: A

Section:

Explanation:

Silicon root of trust creates a digital fingerprint in the silicon of ArubaOS switches to ensure they will never boot with compromised hardware³. This is one advantage of Aruba Secure Infrastructure that goes beyond software solutions.

Connectivity Health collects and compiles information about switch configuration, protocol, and system state and uses machine learning to compare this information to baseline figures, but this is a feature of Aruba Network Analytics Engine (NAE), which is a software solution⁴. An Aruba infrastructure does not reduce the likelihood traffic can be intercepted with centralized encryption and deep packet inspection; rather it encrypts traffic at every hop using standards-based protocols such as IPSec VPNs³. Aruba controlled APs maintain a distributed policy engine that defines who and what devices can connect to which data, infrastructure, and applications, but this is also a software solution based on Aruba ClearPass Policy Manager (CPPM).

QUESTION 55

What is a primary difference between Aruba 310 and Aruba 340 Series APs?

- A. Aruba 340s support higher density deployments than Aruba 310s.
- B. Aruba 340s support outdoor deployments, and Aruba 310s support indoor ones.
- C. Aruba 340s support 802.11ac, and Aruba 310s support 802.11b/g/n only.
- D. Aruba 340s support 802.11ax, and Aruba 310s support 802.11ac.

Correct Answer: D

Section:

Explanation:

Aruba 340s do not support higher density deployments than Aruba 310s; rather they both support high performance and superb user experience for mobile devices, IoT devices, and applications in dense office environments¹². Aruba 340s do not support outdoor deployments, and Aruba 310s do not support indoor ones; rather they both support indoor deployments¹². Aruba 340s do not support 802.11ac only, and Aruba 310s do not support 802.11b/g/n only; rather they both support multiple Wi-Fi standards including 802.11a/b/g/n/ac¹².

QUESTION 56

How do Aruba solutions help higher education customers meet the growing demand for an always-on network that supports students' mobile lifestyles?

- A. Aruba security removes the need for network access controls and time-consuming onboarding processes by applying the same security policies to every user and device.
- B. With Aruba, administrators can establish certain locations as specialized zones where students can go to get the fastest bandwidth anywhere on campus.
- C. Using Aruba tools, admins can create easy-to-use, template-based quizzes that take up less bandwidth than other quiz software and can be downloaded to use offline.
- D. Aruba delivers uninterrupted high-speed connectivity in any location, even across roams, and enables self-service network onboarding for student devices.

Correct Answer: D

Section:

Explanation:

Aruba delivers uninterrupted high-speed connectivity in any location, even across roams, and enables self-service network onboarding for student devices³. This helps higher education customers meet the growing demand for an always-on network that supports students' mobile lifestyles. Aruba security does not remove the need for network access controls and time-consuming onboarding processes by applying the same security policies to every user and device; rather it provides granular visibility and control over who and what connects to the network with solutions like ClearPass Policy Manager (CPPM) and ClearPass Device Insight (CPDI)³. With Aruba, administrators cannot establish certain locations as specialized zones where students can go to get the fastest bandwidth anywhere on campus; rather they can provide consistent performance across campus with solutions like AirMatch Dynamic Radio Management (DRM) and ClientMatch³. Using Aruba tools, admins cannot create easy-to-use, template-based quizzes that take up less bandwidth than other quiz software and can be downloaded to use offline; rather they can leverage cloud-based solutions like Canvas LMS or Google Classroom for online learning³.

QUESTION 57

What is a benefit that Aruba Mobility Master (MM) and an ArubaOS architecture bring to network management?

- A. MM provides a centralized licensing repository and a single interface for configuring controllers.
- B. MM offers a single management interface for configuring wireless devices and onboarding user wireless devices.
- C. Customers can obtain a flexible, cloud-based option for managing their controllers centrally.
- D. Admins can manage ArubaOS switches and ArubaOS controllers from the same management interface.

Correct Answer: A

Section:

Explanation:

MM provides a centralized licensing repository and a single interface for configuring controllers⁴.

This is a benefit that Aruba Mobility Master (MM) and an ArubaOS architecture bring to network management. MM does not offer a single management interface for configuring wireless devices and onboarding user wireless devices; rather it provides a single point of configuration for managed devices such as controllers or gateways⁴. Customers cannot obtain a flexible, cloud-based option for managing their controllers centrally with MM; rather they can use Centralized Cloud Management (CCM) or Managed Network Services (MNS)⁵. Admins cannot manage ArubaOS switches and ArubaOS controllers from the same management interface with MM; rather they can use AirWave Network Management (ANM) or Centralized Cloud Management (CCM)⁶.

QUESTION 58

What advantages do Aruba micropolicies provide your customers?

- A. Apply user-aware and IoT-aware policies that adapt to changing conditions
- B. Enforce a secure VPN connection for remote users to protect the network from malicious attacks
- C. Detect malware and attacks with the latest signatures downloaded from Aruba
- D. Provide a backend database for enforcing security issues

Correct Answer: A

Section:

Explanation:

Aruba micropolicies apply user-aware and IoT-aware policies that adapt to changing conditions¹. This provides your customers with advantages such as granular visibility and control over network access, dynamic

enforcement of security policies based on user roles and device types, and simplified network management with a single point of configuration¹. Aruba micropolicies do not enforce a secure VPN connection for remote users to protect the network from malicious attacks; rather they use encryption and tunneling protocols such as IPsec or GRE to secure traffic between remote devices and gateways². Aruba micropolicies do not detect malware and attacks with the latest signatures downloaded from Aruba; rather they use solutions such as Aruba IntroSpect UEBA or Aruba ClearPass Device Insight to detect anomalous behavior or compromised devices³. Aruba micropolicies do not provide a backend database for enforcing security issues; rather they use solutions such as Aruba ClearPass Policy Manager or Aruba NetConductor to provide centralized policy management and enforcement⁴.

QUESTION 59

Which Aruba solution uses Bluetooth Low Energy to precisely track the location of mobile users through their mobile devices?

- A. Aruba Asset Tags
- B. Aruba APs in Air Monitor (AM) mode
- C. Aruba Beacons
- D. Aruba APs in Spectrum Monitor (SM) mode

Correct Answer: C

Section:

Explanation:

Aruba Beacons use Bluetooth Low-Energy (BLE) technology to precisely track the location of mobile users through their mobile devices⁵⁶. This enables your customers to provide indoor location data for mobile apps that can enhance user engagement, wayfinding, asset tracking, and analytics⁵⁶.

Aruba Asset Tags do not use BLE technology to track the location of mobile users through their mobile devices; rather they use BLE technology to track the location of physical assets such as equipment or inventory. Aruba APs in Air Monitor (AM) mode do not use BLE technology to track the location of mobile users through their mobile devices; rather they use Wi-Fi technology to monitor the air for rogue APs, interference sources, or security threats. Aruba APs in Spectrum Monitor (SM) mode do not use BLE technology to track the location of mobile users through their mobile devices; rather they use Wi-Fi technology to scan the spectrum for non-Wi-Fi interference sources such as microwave ovens or cordless phones.

QUESTION 60

What is one way that the Aruba approach to architecture makes Aruba stand out against the competition?

- A. Aruba provides customers with a choice of five different architectures to provide greater flexibility.
- B. Aruba offers a simpler and more robust architecture by avoiding integration with third-party solutions.
- C. Aruba offers a software-defined architecture with a single platform and unified wired and wireless.
- D. Aruba provides two optimized architectures based on different software, one for branch and one for campus.

Correct Answer: C

Section:

Explanation:

Aruba offers a software-defined architecture with a single platform and unified wired and wireless.

This is one way that the Aruba approach to architecture makes Aruba stand out against the competition. With this architecture, your customers can benefit from simplified network operations, consistent user experience across locations, enhanced security and performance, and reduced costs and complexity. Aruba does not provide customers with a choice of five different architectures to provide greater flexibility; rather it provides customers with a choice of two different architectures: controller-based (AOS) or controllerless (Instant). Aruba does not offer a simpler and more robust architecture by avoiding integration with third-party solutions; rather it offers an open and interoperable architecture that integrates with third-party solutions such as Microsoft Teams, Zoom, AWS IoT Greengrass, etc. [13]. Aruba does not provide two optimized architectures based on different software, one for branch and one for campus; rather it provides a single software platform (ArubaOS) that can support both branch and campus deployments with features such as Dynamic Segmentation or SD-Branch [15].

QUESTION 61

Which two customer characteristics should lead you to position Aruba AirWave over Aruba Central?

(Select two.)

- A. The customer has a multivendor network.
- B. The customer wants a CAPEX model with on-premises management.

- C. The customer wants to move to an OPEX model and access the management platform from anywhere.
- D. The customer is interested in guest Wi-Fi management, presence analytics, or managed services.
- E. The customer has limited IT resources in each of many branch offices.

Correct Answer: A, B

Section:

Explanation:

Two customer characteristics that should lead you to position Aruba AirWave over Aruba Central are:

The customer has a multivendor network.

The customer wants a CAPEX model with on-premises management.

These characteristics indicate that your customer values granular control over their heterogeneous network infrastructure and prefers to own and operate their own management platform without recurring subscription fees. Aruba AirWave is an on-premises network management solution that supports multivendor wired and wireless networks, provides comprehensive visibility and control over network performance, and uses perpetual licenses based on device count. Aruba Central is a cloud-based network management solution that supports primarily Aruba wired and wireless networks, provides simplified operations and automation, and uses subscription licenses based on device type and term length.

QUESTION 62

For which scenario are Aruba Instant APs the recommended wireless solution?

- A. a home office that needs a simple way to connect to a corporate office
- B. a branch office that needs a simple deployment
- C. an enterprise that needs automation and centralized management
- D. an enterprise that needs bluetooth for location-based services

Correct Answer: B

Section:

Explanation:

A branch office that needs a simple deployment is a scenario for which Aruba Instant APs are the recommended wireless solution¹². Aruba Instant APs are controllerless APs that can form a selforganizing and self-healing mesh network with one AP acting as a virtual controller (VC) that automatically configures and manages other APs¹². This simplifies the deployment and operation of branch networks without requiring additional hardware or software licenses¹². A home office that needs a simple way to connect to a corporate office is not a scenario for which Aruba Instant APs are the recommended wireless solution; rather it is a scenario for which Aruba Remote APs (RAPs) are the recommended wireless solution. RAPs are controller-based APs that can establish secure VPN tunnels with an Aruba Mobility Controller (MC) located at the corporate office and provide seamless access to corporate resources for remote workers³. An enterprise that needs automation and centralized management is not a scenario for which Aruba Instant APs are the recommended wireless solution; rather it is a scenario for which ArubaOS 10 (AOS 10) APs are the recommended wireless solution.

AOS 10 APs are distributed network operating system (DNOS) devices that can be managed by Aruba Central, a cloud-based platform that provides automation, AI-powered optimization, and unified wired and wireless management²⁴. An enterprise that needs bluetooth for location-based services is not a scenario for which Aruba Instant APs are the recommended wireless solution; rather it is a scenario for which Aruba Beacons or Tags are the recommended wireless solution. Beacons and Tags use Bluetooth Low-Energy (BLE) technology to provide indoor location data for mobile apps that can enhance user engagement, wayfinding, asset tracking, and analytics⁵⁶.

QUESTION 63

You are selling an Aruba wireless solution to a healthcare organization. The customer now mentions these additional pain points:

Nurses and other staff are wasting time searching for equipment.

Staff doesn't know when wheelchairs are left in other departments.

Based on these specific pain points, what additional solution should you recommend?

- A. Aruba Central
- B. Aruba Meridian and beacons
- C. Aruba asset tracking tags
- D. Aruba Analytics Location Engine (ALE)



Correct Answer: C

Section:

Explanation:

Based on these specific pain points, you should recommend Aruba asset tracking tags as an additional solution to your customer. Aruba asset tracking tags are BLE-based devices that can be attached to physical assets such as equipment or inventory and tracked by using their location-ready Aruba WLAN6 [7]. This helps your customer increase staff efficiency, reduce costs, and improve customer satisfaction by enabling them to locate critical assets in real time, optimize asset utilization, prevent theft or loss of assets, and automate inventory management [7]. You should not recommend Aruba Central as an additional solution to your customer based on these specific pain points. Aruba Central is a cloud-based network management platform that provides simplified operations and automation, but does not address the customer's need for asset tracking. You should not recommend Aruba Meridian and beacons as an additional solution to your customer based on these specific pain points. Aruba Meridian is a mobile app platform that leverages beacons to provide indoor location data, but does not address the customer's need for tracking assets left in other departments. You should not recommend Aruba Analytics Location Engine (ALE) as an additional solution to your customer based on these specific pain points. Aruba ALE is a software engine that collects Wi-Fi data from controllers, but does not address the customer's need for finding equipment quickly.

QUESTION 64

A customer has a management solution that provides RF-metrics for the wireless solution, but this information is not enough to identify the source of all connectivity issues.

The customer needs one management solution that will reduce helpdesk tickets and go beyond RF analysis.

Which feature of Aruba management solutions should you emphasize to this customer?

- A. AppRF
- B. User and Entity Behavior Analytics
- C. VisualRF
- D. Connectivity Health

Correct Answer: D

Section:

Explanation:

Connectivity Health is a feature of Aruba management solutions that you should emphasize to this customer who needs one management solution that will reduce helpdesk tickets and go beyond RF analysis. Connectivity Health provides end-to-end visibility into client connectivity issues across wired and wireless networks by using AI-powered root cause analysis and proactive recommendations. This helps your customer troubleshoot connectivity problems faster, reduce user complaints and support calls, improve user experience and satisfaction, and optimize network performance. AppRF is not a feature of Aruba management solutions that you should emphasize to this customer who needs one management solution that will reduce helpdesk tickets and go beyond RF analysis; rather it is a feature of Aruba controllers or switches that provides application visibility and control over network traffic by using deep packet inspection (DPI) techniques. User and Entity Behavior Analytics (UEBA) is not a feature of Aruba management solutions that you should emphasize to this customer who needs one management solution

QUESTION 65

An SMB has ArubaOS switches and Aruba Instant APs. The company is growing and wants to simplify deploying and managing the infrastructure devices.

What should you explain?

- A. Aruba switches and APs can integrate with third-party SEIM solutions to simplify management.
- B. Aruba AirWave is specifically designed as a management tool for SMB customers such as this.
- C. Aruba Mobility Master (MM) can manage the Instant APs and simplify deployment.
- D. Aruba Central provides simple cloud-based management and Zero Touch Provisioning (ZTP).

Correct Answer: D

Section:

Explanation:

Aruba Central provides simple cloud-based management and Zero Touch Provisioning (ZTP) for Aruba switches and APs [12]. This simplifies deploying and managing the infrastructure devices for SMBs.

QUESTION 66

What is one challenge for business that adopts cloud solutions?

- A. Cloud is less reliable than on-premises infrastructure because data is stored in a central location.
- B. Cloud increases security vulnerabilities, with employees accessing resources off-premises and using shadow IT.
- C. Customers must increase their IT management resources because cloud adds complexity to the network infrastructure.
- D. Customers must make a large capital investment when they initially adopt a public cloud solution.

Correct Answer: B

Section:

Explanation:

Cloud increases security vulnerabilities, with employees accessing resources off-premises and using shadow IT. This is a challenge for businesses that adopt cloud solutions because they need to ensure data protection and compliance.

QUESTION 67

What is one way Aruba solutions help healthcare companies support BYOD and BioMed initiatives?

- A. Aruba Meridian regulates patient access and applies access controls that prevent patients from monopolizing bandwidth and interfering with more important traffic.
- B. Aruba Client Match maximizes performance in a dense environment with many different types of devices, enabling staff to communicate and access records more quickly.
- C. Aruba ClearPass automatically downloads software on every patient device to constantly track each asset's location, even if it leaves the premises.
- D. Aruba IntroSpect strictly enforces HIPPA regulations by only making records available to healthcare providers if the patient provides his or her password.

Correct Answer: B

Section:

Explanation:

Aruba Client Match maximizes performance in a dense environment with many different types of devices, enabling staff to communicate and access records more quickly¹². Aruba Client Match is a patented RF technology that optimizes client experience by improving connectivity and roaming decisions³. It uses AI and machine learning to understand various media protocols and steer clients to the best APs without disrupting active sessions²³.

QUESTION 68

What is one indication that a customer could be a good candidate for an Aruba wireless solution?

- A. The customer is a company of about 60 employees and wants a simple plug-and-play solution.
- B. The customer recently upgrade their wired network to a third-party vendor's equipment.
- C. The customer wants to ensure better segmentation of the wired network from the wireless one.
- D. The customer has another vendor's wireless solution and experiences dropped calls in their UCC solution that negatively affects productivity.

Correct Answer: D

Section:

Explanation:

One indication that a customer could be a good candidate for an Aruba wireless solution is that they have another vendor's wireless solution and experience dropped calls in their UCC solution that negatively affects productivity⁴. Aruba wireless solutions can help customers improve their UCC performance with features such as Client Match, which ensures optimal AP selection for voice and video calls, AirSlice, which allocates dedicated bandwidth for critical applications, and AirWave UCC Analytics dashboard, which provides visibility and troubleshooting tools for UCC issues.

QUESTION 69

You have proposed an Aruba solution for a customer who needs a network upgrade. The customer wants to improve performance for and more quickly resolve issues with wireless applications such as Microsoft Skype for Business.

What is one Aruba solution that you should emphasize meets these requirements?

- A. Aruba Mobility Controller (MC) with its RFProtect feature
- B. Aruba AirWave with its UCC Analytics dashboard

- C. Aruba ClearPass with its Voice User dashboard
- D. Aruba Mobility Master (MM) with its Network Analytics Engine (NAE)

Correct Answer: B

Section:

Explanation:

One Aruba solution that you should emphasize meets these requirements is Aruba AirWave with its UCC Analytics dashboard⁴. Aruba AirWave is a network management tool that provides granular visibility into wired and wireless networks, devices, applications, and users. It also has a UCC Analytics dashboard that monitors key metrics such as call quality, MOS scores, jitter, packet loss, latency, etc., for Microsoft Skype for Business and other UCC applications. It helps IT teams quickly identify and resolve issues affecting UCC performance.

QUESTION 70

Your customer emphasizes the need to simplify network operations.

What is one reason for recommending Aruba 5400R zl2 switches for the customer's campus network?

- A. Virtual Switching Framework (VSF) allows customers to combine 5400R switches into a single virtual switch which simplifies management tasks and provides more resilient connectivity.
- B. Traditional stacking enables network administrators to manage up to 10 5400R switches from a single GUI.
- C. Backplane stacking enables multiple 5400R switches to function as a single logical switch, using dedicated modules and stacking cables to integrate the switches.
- D. Virtual Switching Extension (VSX) provides redundancy for management modules on the 5400R switches, with seamless failover.

Correct Answer: A

Section:

Explanation:

Virtual Switching Framework (VSF) allows customers to combine 5400R switches into a single virtual switch which simplifies management tasks and provides more resilient connectivity¹². VSF is a technology that enables two or more Aruba switches to be logically aggregated and managed as a single device with a single IP address¹. It also provides faster failover and recovery times than traditional stacking methods².

QUESTION 71

A customer requires a highly secure network solution, and you have proposed an Aruba controllerbased solution and Aruba switches. What is one security benefit that the controllers provide?

- A. They can detect intrusion attempts based on machine learning (ML).
- B. They can create a baseline of normal wireless device behavior and detect anomalies.
- C. They can provide secure SNMPv3-based management for the Aruba switches.
- D. They can apply role-based firewall policies to wireless and wired traffic.

Correct Answer: D

Section:

Explanation:

One security benefit that the controllers provide is that they can apply role-based firewall policies to wireless and wired traffic³. Role-based access control (RBAC) is a feature that assigns roles to users and devices based on their identity, location, device type, time of day, etc., and enforces granular policies at the edge of the network³. This helps prevent unauthorized access and data leakage across the network.

QUESTION 72

Which statement indicates that a customer could be a good fit for an Aruba location-based solution?

- A. "Our apps are a big part of our businesses, but our production rate is starting to slow down as we hire new developers that just are not familiar with our development tools."
- B. "We are a large business with lots of remote offices. We need to ensure all the network services that we provide in our main campus are available in these other locations as well."
- C. "We have many different branch sites, and we need an easier way to apply consistent and appropriate security policies to employees and users at every location across our network."
- D. "We often launch marketing campaigns in different areas of our stores, but we don't have a way to determine how successful these promotions are and if they draw in customers."

Correct Answer: D

Section:**Explanation:**

One statement that indicates that a customer could be a good fit for an Aruba location-based solution is "We often launch marketing campaigns based on customer preferences, but we don't have any way to measure their effectiveness or engagement." Aruba location-based solutions provide geographic context for applications such as wayfinding, asset tracking, and marketing campaigns. They can help customers deliver personalized content and offers to their customers based on their location, behavior, loyalty status, etc., and also measure key metrics such as dwell time, foot traffic, conversion rates, etc., using location analytics.

QUESTION 73

As customers deploy more Internet of Things (IoT) devices, what is one implication for Aruba sales opportunities?

- A. Customers are less likely to be interested in cloud applications as they turn their attention to the network edge.
- B. Customers are more likely to want a CAPEX model for network infrastructure to offset operating costs for IoT.
- C. Customers are more interested in proprietary end-to-end solutions than in solutions with multivendor support.
- D. Customers are increasingly interested in network access control (NAC) and continuous monitoring for anomalies.

Correct Answer: D

Section:**Explanation:**

Customers are increasingly interested in network access control (NAC) and continuous monitoring for anomalies as they deploy more Internet of Things (IoT) devices¹. IoT devices introduce new security risks and challenges for network management, as they often lack built-in security features, use different protocols and standards, and generate large volumes of data¹. NAC solutions can help identify, authenticate, and authorize IoT devices on the network, while continuous monitoring solutions can help detect and respond to any abnormal or malicious behavior.

QUESTION 74

A customer is concerned about unique Aps and wireless denial of service (DoS) attacks. Which Aruba security feature should you discuss?

- A. Policy Enforcement Firewall (PEF)
- B. IntroSpect
- C. deep Packet Inspection (DPI)
- D. RFProtect

Correct Answer: D

Section:**Explanation:**

RFProtect is an Aruba security feature that you should discuss with a customer who is concerned about rogue Aps and wireless denial of service (DoS) attacks². RFProtect is a feature that provides wireless intrusion protection system (WIPS) capabilities to detect and prevent unauthorized access points, clients, ad-hoc networks, spoofing attacks, interference sources, etc., from compromising the wireless network². It also provides spectrum analysis tools to monitor and troubleshoot RF issues.

QUESTION 75

Which challenge is introduced by an increasing number of IoT devices on the network?

- A. As more potentially insecure devices connect from within, traditional perimeter solutions are no longer sufficient.
- B. Because most IoT devices come with built in security, IT staff needs to be trained in those protocols and security software suites.
- C. Devices are proliferating, while IoT deployments remain too immature to offer real business value to enterprises at this time.
- D. Very few IoT devices support wireless and IP technologies, making it difficult to integrate them in the wireless network.

Correct Answer: A

Section:**Explanation:**

One challenge that is introduced by an increasing number of IoT devices on the network is that traditional perimeter solutions are no longer sufficient as more potentially insecure devices connect from within¹. Perimeter solutions such as firewalls and VPNs are designed to protect the network from external threats but do not address the risks posed by internal devices that may be compromised or misconfigured. Therefore, a zero trust approach that assumes no device or user is trusted by default and applies granular policies based on context and behavior is needed to secure IoT networks.

QUESTION 76

Which statement accurately describes a current mobile technology trend?

- A. According to surveys, well over half of smartphone owners keep location services on to receive directions and recommendations.
- B. In customer satisfaction surveys, the majority of mobile users report dissatisfaction with the speeds available on smartphones.
- C. A majority of mobile users hide their device location due to growing concerns over security and personal safety.
- D. Although mobile searchers are rising, website traffic from traditional desktops still significantly outpaces mobile traffic.

Correct Answer: A

Section:

Explanation:

According to surveys, well over half of smartphone owners keep location services on to receive directions and recommendations¹². Location-based technology is one of the mobile trends that are dominating 2020 and beyond, as it enables personalized and contextual experiences for users based on their real-time location¹. Location services can also help businesses deliver targeted ads, offers, and content to their customers.

QUESTION 77

A customer complains about the complexity of wired network architectures?

What should you explain about ArubaOS switches?

- A. Network Analytics Engine (NAE) analyzes network traffic patterns and automatically reconfigures the network architecture in order to optimize traffic flows.
- B. ArubaOS switches deliver the high performance and features that enterprise customers need combined with the simplicity of an unmanaged switch that requires zero configuration.
- C. Dynamic segmentation divides the wired network architecture into three logical tiers, making it simpler to deploy the switches with less work on the part of managers.
- D. Aruba switches bring performance, security and operational simplicity to enterprise networks with innovations like Segmentation and Aruba Network Analytics Engine.

Correct Answer: D

Section:

Explanation:

Aruba switches bring performance, security and operational simplicity to enterprise networks with innovations like segmentation and Aruba Network Analytics Engine (NAE)³. Segmentation is a feature that allows network administrators to create logical groups of users, devices, and applications based on their roles and policies, and enforce them across wired and wireless networks³. NAE is a feature that provides real-time monitoring, troubleshooting, and analytics for network health and performance³.

QUESTION 78

A customer is not sure about the additional benefits of an Aruba Mobility Master (MM)-based architecture.

What is one advantage that you should emphasize?

- A. Aruba MM adds built in network access control with micro-policies that enhance both security and user experience.
- B. Aruba MM enables Aruba AirMatch, which better optimizes RF in dense environments than simple Adaptive Radio management (ARM).
- C. Aruba Connectivity Health, which is embedded in MM, helps admins detect network issues before they cause problems.
- D. Aruba mobile engagement and location-based services are powered by the software platform and app dev kit in MM.

Correct Answer: B

Section:

Explanation:

Aruba MM enables Aruba AirMatch, which better optimizes RF in dense environments than simple Adaptive Radio Management (ARM)¹². AirMatch is a feature that uses cloud-based algorithms and machine learning to dynamically optimize radio frequency (RF) settings such as channel, power, and band steering for all access points in a network¹². AirMatch can also coordinate RF optimization across multiple controllers and Mobility

Masters1.

QUESTION 79

A customer has many branch offices with limited staff of IT generalists.

The customer requires simplified deployment and operations, and you have proposed an Aruba Central solution.

Which two benefits of Aruba Central should you explain? (Select two.)

- A. Central is designed for varied expertise levels, with wizards and easy drill-downs.
- B. Central integrates with third-party backup solutions such as Veeam to provide a single solution for all branch needs.
- C. Central offers Zero-Touch Provisioning (ZTP) for streamlined deployment with no on-site expertise.
- D. Central has the same user interface as Cisco Prime, so it is easy for customers to migrate from Cisco.
- E. Central automatically configures clustering on managed controllers, simplifying the implementation of high availability.

Correct Answer: A, C

Section:

Explanation:

Aruba Central offers two benefits that you should explain to a customer who has many branch offices with limited staff of IT generalists: Central is designed for varied expertise levels, with wizards and easy drill-downs³, and Central offers Zero-Touch Provisioning (ZTP) for streamlined deployment with no on-site expertise³. Central is a cloud-based platform that provides unified management, visibility, and analytics for Aruba wired and wireless networks³. Central allows users to easily configure devices, monitor network health and performance, troubleshoot issues, generate reports, and apply policies across multiple sites³. ZTP is a feature that enables devices to automatically download their configuration from Central when they connect to the network for the first time³.

QUESTION 80

You are meeting with a large hotel that needs a network upgrade. What is one benefit of Aruba solutions that you should emphasize to address a common concern of such customers?

- A. better access control over IoT deployments using either Aruba AirWave or Aruba Central
- B. simple management experience and end-to-end visibility for troubleshooting with Aruba IntroSpect
- C. a higher quality guest wireless experience with features such as ClientMatch, AirGroup, and Cape Networks
- D. better security that helps the hotel comply with regulations, based on Aruba Cape Networks sensors

Correct Answer: C

Section:

Explanation:

The benefit of a higher quality guest wireless experience with features such as ClientMatch, AirGroup, and Cape Networks is relevant to Aruba's wireless solution and its value proposition.

QUESTION 81

What is one key differentiating feature of Aruba ClearPass as compared to competitors such as Cisco?

- A. ClearPass Policy Manager adjusts access permissions based on circumstances of the user and the device for both pre-admission and attack response.
- B. ClearPass provides better visibility into application performance and user connectivity health than competitors.
- C. ClearPass focuses on fully supporting Aruba devices rather than attempting to provide multivendor support.
- D. ClearPass delivers both signature-based and anomaly-based detection of security threats instead of just signature-based.

Correct Answer: A

Section:

Explanation:

One key differentiating feature of Aruba ClearPass as compared to competitors such as Cisco is that ClearPass Policy Manager adjusts access permissions based on circumstances of the user and the device for both pre-admission and attack response³. ClearPass Policy Manager is a network access control (NAC) solution that provides granular policy enforcement based on user roles, device types, location, time of day, and other contextual factors³. ClearPass Policy

Manager can also dynamically change access privileges when it detects a change in posture or behavior of an endpoint or user³.

QUESTION 82

A small customer has a tight budget but needs 10 GbE uplinks. Which HPE OfficeConnect switch should you suggest?

- A. HPE OfficeConnect 1620 switch
- B. HPE OfficeConnect 1820 switch
- C. HPE OfficeConnect 1850 switch
- D. HPE OfficeConnect 1405 switch

Correct Answer: C

Section:

Explanation:

The HPE OfficeConnect switch that you should suggest to a small customer who has a tight budget but needs 10 GbE uplinks is the HPE OfficeConnect 1850 switch⁴. The HPE OfficeConnect 1850 switch series offers affordable smart-managed Gigabit switches with 10 GbE uplinks for small businesses who need high performance connectivity for bandwidth-intensive applications⁴.

QUESTION 83

You want to determine if a customer is a good prospect to an Aruba Meridian and beacon solution. What is one topic that you should discuss?

- A. how much time IT staff members spend performing basic troubleshooting and whether this interferes with their ability to innovate
- B. how IT prioritizes unified management and integrating wired and wireless access
- C. how concerned the customer is about ensuring that only authorized employees can access the wireless network
- D. how the company is seeking to improve customer satisfaction scores and the role of mobile apps in their strategy.

Correct Answer: D

Section:

Explanation:

The topic of improving customer satisfaction scores and the role of mobile apps in their strategy is relevant to Aruba's location-based service solution and its value proposition.

QUESTION 84

You are pursuing an opportunity to sell an Aruba location-based service solution to a customer. The customer is also considering a Cisco location-based solution. What should you explain to distinguish the Aruba solution?

- A. Aruba beacons fully pair with users' devices for a more complete and effective solution while Cisco beacons do not establish a full pair.
- B. Aruba delivers an already complete mobile application tailored to the customer vertical while Cisco forces customers to create their own applications.
- C. Aruba offers PoE for beacons to make them easier to install and manage while Cisco beacons only support external power supplies.
- D. The Aruba solution can use cost-effective and easy-to-deploy battery-powered beacons or leverage beacons built into existing Aruba Aps while Cisco forces customers to rip and replace existing Aps for location services support.

Correct Answer: D

Section:

Explanation:

You should explain to distinguish the Aruba location-based service solution from a Cisco solution that the Aruba solution can use cost-effective and easy-to-deploy battery-powered beacons or leverage beacons built into existing Aruba Aps while Cisco forces customers to rip and replace existing Aps for location services support¹². Aruba beacons are small, low-power wireless transmitters that broadcast radio signals at regular intervals that can be heard and interpreted by iOS and Android devices¹. Aruba beacons can be deployed as standalone devices powered by batteries or USB, or integrated into select Aruba Aps¹. Cisco location-based services rely on Cisco Aironet Active Sensor devices that require external power supplies and Ethernet connections².

QUESTION 85

You have proposed an Aruba Central solution for a customer that requires high availability for management. What benefit of Central should you explain?

- A. Central can be deployed as a primary appliance and standby appliance with no additional licensing costs.
- B. Central supports integration with third-party backup solutions such as Veeam.
- C. Central can switch to a local management console if the connection to the cloud is lost.
- D. Central is automatically deployed as a clustered solution in the customer also has a Mobility Master (MM).

Correct Answer: C

Section:

Explanation:

The benefit of Central that you should explain to a customer who requires high availability for management is that Central can switch to a local management console if the connection to the cloud is lost³⁴. Central supports offline mode operation for network management when there is no Internet connectivity between Central and managed devices³. In offline mode, network administrators can access a local web UI on an Aruba gateway device (such as an Instant AP or SDWAN gateway) to perform basic configuration tasks such as changing SSIDs, passwords, VLANs, etc.³⁴.

QUESTION 86

A customer has indicated that IT staff members spend a lot of their time troubleshooting. The architect plans to propose Aruba 8400 switches at the core. What feature of this switch can the architect emphasize to address the customer issue?

- A. Network Analytics Engine (NAE)
- B. Smart Rate ports
- C. Dynamic segmentation
- D. Virtual Switching Extension (VSX)

Correct Answer: A

Section:

Explanation:

The feature of the Aruba 8400 switch that you should emphasize to address the customer issue of spending a lot of time troubleshooting is the Network Analytics Engine (NAE)⁵⁶. NAE is an embedded analytics framework within AOS-CX that enables IT teams to proactively monitor, troubleshoot, and remediate network issues in real time using simple scripting agents⁵⁶. NAE provides visibility into network health by collecting data from various sources such as switch telemetry, syslog messages, SNMP traps, etc., and applying analytics algorithms to detect anomalies and root causes⁵⁶.

QUESTION 87

Which statement indicates that the customer could benefit from Aruba asset tracking capabilities?

- A. "Our nurses are constantly running around looking for misplaced equipment; this not only wastes time, but also negatively affects and quality of care we provide to our patients".
- B. "We are a growing business and we want to encourage our employees to bring their own devices, but we are not exactly sure how best to manage and onboard all of these devices".
- C. "We have several big machines at on our main constructions sites, a we need a process to quickly and accurately calibrate them all to help avoid any mishaps".
- D. "We have developed an app that our customers can download to explore the services available at our venue, but we want to enhance the app with more location-specific information".

Correct Answer: A

Section:

Explanation:

The statement about nurses looking for misplaced equipment indicates that the customer could benefit from Aruba asset tracking capabilities and its value proposition.

QUESTION 88

A customer currently has Cisco networking equipment, but you have made progress in convincing the customer that an Aruba solution will better suit their needs for their upgrade. However, the customer still has some reservations about changing vendors and plans to migrate gradually.

What is one selling point of Aruba solutions for this customer?



- A. Aruba AirWave is multi-vendor, so it can manage both legacy Cisco products and Aruba products together.
- B. An Aruba Mobility Master (MM) can discover and monitor third-party products such as the legacy Cisco products.
- C. Aruba controllers support dynamic segmentation, which enables them to integrate with switches such as Cisco switches.
- D. Aruba Foundation Care offers financial services to make it more economically feasible for the customer to migrate to Aruba.

Correct Answer: A

Section:

Explanation:

The selling point of Aruba solutions for a customer who currently has Cisco networking equipment and plans to migrate gradually is that Aruba AirWave is multi-vendor, so it can manage both legacy Cisco products and Aruba products together¹². Aruba AirWave is a network operations system that provides granular visibility into devices, users and applications on the network, as well as proactive monitoring and troubleshooting capabilities¹². AirWave supports wired and wireless infrastructure from Aruba and a wide range of third-party manufacturers, including Cisco¹³.

QUESTION 89

You have proposed an Aruba wireless solution and Aruba AirWave to an event center. This event center wants to distinguish itself by offering a quality wireless experience, so it requires consistent, reliable, and high quality connectivity throughout the venue.

In particular, the customer also needs insights into device and application performance.

Which additional solution should you recommend?

- A. Aruba User and Entity Behavior Analytics
- B. Aruba Central
- C. Aruba User-centric Service Assurance
- D. Aruba IntroSpect

Correct Answer: C

Section:

Explanation:

The additional solution that you should recommend to an event center that wants to offer a quality wireless experience and needs insights into device and application performance is Aruba Usercentric Service Assurance⁴⁵. Aruba User-centric Service Assurance is a cloud-based solution that leverages artificial intelligence (AI) to proactively measure user experience across key performance indicators (KPIs) such as throughput, latency, jitter, packet loss, etc.⁴⁵. User-centric Service Assurance also provides root cause analysis and automated remediation for any issues affecting user experience⁴⁵.

QUESTION 90

What are two of the most important values that IT executives consider when making purchasing decisions (Select two.)

- A. They want to shift away from cloud solutions.
- B. They want to efficiency to do more with fewer resources.
- C. They want to segregate core functions in the data center so they can manage silos more efficiently.
- D. They want trust in the network, knowing that it will ensure productivity and security.
- E. They want to move to a CAPEX model to increase line-of-business budgets.

Correct Answer: B, D

Section:

Explanation:

Two of the most important values that IT executives consider when making purchasing decisions are:

They want efficiency to do more with fewer resources. IT executives are under pressure to reduce costs while delivering more value to their organizations. They look for solutions that can optimize network performance, simplify management, automate tasks, and integrate with existing systems.

They want trust in the network, knowing that it will ensure productivity and security. IT executives need to ensure that their networks can support the increasing demands of digital transformation, such as mobility, cloud, IoT, etc. They look for solutions that can provide reliable connectivity, high availability, scalability, resiliency, compliance, and protection against cyber threats.



QUESTION 91

How do Aruba IntroSpect and Aruba ClearPass work together to increase value for customers?

- A. ClearPass provides Guest Wi-Fi management, while IntroSpect offers the customizable portal which includes social logins.
- B. IntroSpect provides centralized encryption that combines with deep packet inspection from the ClearPass firewall to provide trusted traffic.
- C. ClearPass Sensors are placed in areas with high mobile wireless traffic. They send information to IntroSpect, which used machine learning analytics to analyze Wi-Fi performance and provide suggestions for how to improve performance.
- D. IntroSpect detects anomalies and once an Entuty360 Risk Score reaches a certain level, it can send an alert to ClearPass, which can invoke a range of responses based on pre-defined.

Correct Answer: D

Section:

Explanation:

Aruba IntroSpect and Aruba ClearPass work together to increase value for customers by detecting anomalies and once an Entity360 Risk Score reaches a certain level, it can send an alert to ClearPass, which can invoke a range of responses based on pre-defined policies¹². Aruba IntroSpect is a User Behavior Analytics (UEBA) tool that uses supervised and unsupervised machine learning to automatically baseline user and device behavior while actively looking for anomalous activity that may indicate a threat³⁴. Aruba ClearPass is a network access control (NAC) solution that provides secure authentication, authorization, and accounting (AAA) services for wired and wireless devices¹⁵.

QUESTION 92

Your customer uses Aruba Central and ClearPass in their Aruba-powered campus network. The company is rapidly deploying branches and the CIO wants to ensure enterprise scalability for these networks without having to spend extra money on management.

Which aspect of the Aruba Branch Gateway should you emphasize for this customer?

- A. smart rate ports for future-proofing
- B. routing through the data center for better security
- C. machine learning and AI-powered security assurance
- D. single policy enforcement point at branches



Correct Answer: D

Section:

Explanation:

The aspect of the Aruba Branch Gateway that you should emphasize for a customer who uses Aruba Central and ClearPass in their Aruba-powered campus network and wants to ensure enterprise scalability for their branches without having to spend extra money on management is single policy enforcement point at branches . Aruba Branch Gateway is a cloud-managed SD-WAN solution that provides secure connectivity between branch locations and the data center or cloud services . It integrates with Aruba Central for simplified deployment, configuration, monitoring, and troubleshooting . It also integrates with ClearPass to enforce consistent security policies across all branch devices .

QUESTION 93

You are proposing an Aruba controller-based solution for a customer.

Which customer need indicates that you should propose Aruba Mobility Master as part of the solution?

- A. the need to simplify the development of customer-facing mobile engagement apps
- B. the need to manage wired and wireless devices from one interface
- C. the need for machine-learning-based insights into network health and connectivity
- D. the need for always-on wireless connectivity with no downtime

Correct Answer: D

Section:

Explanation:

The customer need that indicates that you should propose Aruba Mobility Master as part of an Aruba controller-based solution is the need for always-on wireless connectivity with no downtime [12].

Aruba Mobility Master (MM) is a network management system that provides centralized control over wireless LAN controllers (WLCs) and access points (APs)[11][13]. It enables high availability features such as hitless failover, seamless roaming, load balancing, etc.[11][14].

QUESTION 94

Which 8400 switch software tool helps network administrators avoid configuration errors?

- A. Aruba NetEdit
- B. Time-series database
- C. Zero-Touch Provisioning
- D. HPE Smart Rate Ports

Correct Answer: A

Section:

Explanation:

Aruba NetEdit is a software tool that helps network administrators avoid configuration errors by validating consistency and compliance across multiple devices¹².

QUESTION 95

What is one key competitive advantage of Aruba AirWave over Cisco Prime?

- A. Aruba AirWave is cloud based, while Cisco Prime only offers on-premises management.
- B. Aruba AirWave integrates network access control, while Cisco Prime does not.
- C. Cisco Prime only supports Cisco, while Aruba AirWave offers multi-vendor support.
- D. Cisco Prime only offers single-server deployments, while Aruba offers larger deployments.

Correct Answer: C

Section:

Explanation:

Cisco Prime only supports Cisco devices, while Aruba AirWave offers multi-vendor support for both wired and wireless networks¹³.

QUESTION 96

What is one reason you should recommend the Aruba 2930F rather than the Aruba 2540 at the access layer?

- A. The customer needs static routing at the access layer, and the Aruba 2540 does not support any routing.
- B. The customer needs Power over Ethernet (PoE+), and the Aruba 2540 does not support this feature.
- C. The customer wants Smart Rate Ports, and the Aruba 2930F offers this feature.
- D. The customer prioritizes scalability, and the Aruba 2930F supports Virtual Switching Framework (VSF).

Correct Answer: D

Section:

Explanation:

The one reason you should recommend the Aruba 2930F rather than the Aruba 2540 at the access layer is option D because it reflects one of the main advantages of the Aruba 2930F: scalability with VSF. The Aruba 2930F supports VSF, which is a feature that allows up to four switches to be logically stacked together and managed as a single entity¹. This provides increased performance, redundancy, and simplified management for distributed campus networks¹. The Aruba 2540 does not support VSF or any other stacking technology²³.

QUESTION 97

What business benefit does Aruba AirMatch provide?

- A. better load balancing and availability for controllers



- B. enhanced user experience in dense environments
- C. simpler troubleshooting with AP and client tracking
- D. better security through matching policies on wireless and wired

Correct Answer: B

Section:

Explanation:

Aruba AirMatch uses machine learning to optimize network performance by quickly adapting to system-wide RF conditions and enhancing user experience in dense environments¹².

QUESTION 98

Which aspect of the Aruba 360 Secure Fabric uses machine learning to detect attacks and malicious behavior on the inside of the network?

- A. Aruba IntroSpect
- B. Aruba Mobility Master
- C. Aruba ClearPass
- D. Aruba VisualRF

Correct Answer: A

Section:

Explanation:

Aruba IntroSpect uses machine learning to detect attacks and malicious behavior on the inside of the network by analyzing network traffic and user activity³.

QUESTION 99

For which customer are HPE Office Connect OC20 APs the right solution?

- A. a university that needs to provide home wireless services and VPN access for faculty
- B. a medium business with 570 employees that needs a simple cloud-managed wireless solution
- C. a small business with 46 employees and the need for simple plug-and-play Wi-Fi
- D. a retailer that needs to support a large number of small branch sites

Correct Answer: C

Section:

Explanation:

HPE Office Connect OC20 APs are designed for small businesses with up to 50 employees and the need for simple plug-and-play Wi-Fi⁴.

QUESTION 100

What is one challenge distributed enterprises face with traditional branch architecture?

- A. A traditional branch architecture unifies security policies centrally, which frustrates local IT staff who do not understand the policies.
- B. A traditional branch architecture does not support a WAN established over MPLS, which is the most cost-effective choice for most customers.
- C. Traditional branches do not have enough separate hardware devices for customers to meet performance requirements.
- D. In a traditional architecture, all branch traffic has to be routed through the datacenter to get to the Internet or the cloud.

Correct Answer: D

Section:

Explanation:

In a traditional branch architecture, all branch traffic has to be routed through the datacenter to get to the Internet or the cloud, which adds latency and complexity.



QUESTION 101

What is an advantage of the Aruba Software Platform? (Select two.)

- A. It makes the underlying infrastructure smarter, helping to deliver contextual experiences for end users and line-of-business teams.
- B. It uses proprietary technologies that prevent third-party integration, providing more sales opportunities for Aruba.
- C. It embeds the ArubaOS-CX Network Analytics Engine (NAE) into all wired and wireless infrastructure to improve security.
- D. It is the industry's first WLAN software platform that offers exclusive cloud deployment so that customers have a single simple choice.
- E. It is programmable, with an API-first design that helps to encourage automation and integration.

Correct Answer: A, E

Section:

Explanation:

The Aruba Software Platform is a next-generation, cloud-native architecture that enables you to accelerate digital business transformation through automated network management, Edge-to-cloud security, and predictive AI-powered insights¹. It is programmable, with an API-first design that helps to encourage automation and integration¹. It does not use proprietary technologies that prevent third-party integration¹, nor does it embed the ArubaOS-CX Network Analytics Engine (NAE) into all wired and wireless infrastructure²³, nor does it offer exclusive cloud deployment¹.

QUESTION 102

A mid-sized customer is having trouble deciding between in a controllerless Aruba solution and a controller-based one. What can you explain to the customer about how Aruba protects the company's investment?

- A. The same Aruba APs can be deployed in controllerless Instant mode and then later changed to controlled mode.
- B. Aruba offers a buy-back program for controllerless Instant APs, making it cost effective to later deploy controlled APs.
- C. There is no difference in features and capabilities between a controllerless and controller-based Aruba solution.
- D. Aruba uses a cloud subscription-based licensing model for controllerless APs, and these licenses can be upgraded to controller licenses.

Correct Answer: A

Section:

Explanation:

The same Aruba APs can be deployed in controllerless Instant mode and then later changed to controlled mode¹². This protects the customer's investment by allowing them to start with a simple and cost-effective controllerless solution and then migrate to a controller-based solution when their needs change or grow. Aruba does not offer a buy-back program for controllerless Instant APs³.

QUESTION 103

What is one way that industry analysts recognize Aruba's leadership in the industry?

- A. Gartner awarded Aruba the number two spot in five out of six use cases in its 2018 Critical Capabilities for Wired and Wireless LAN Access Infrastructure report.
- B. Industry analyst CRN recognizes Aruba primarily for its wireless expertise.
- C. Industry analysts have praised Aruba for its multiple wired and wireless architectures.
- D. Gartner has given Aruba the title of market leader in the wireless or wired and wireless LAN Access Magic Quadrant for more than 12 years in a row.

Correct Answer: D

Section:

Explanation:

Gartner has given Aruba the title of market leader in the wireless or wired and wireless LAN Access Magic Quadrant for more than 12 years in a row⁴. This demonstrates Aruba's consistent leadership and innovation in the industry.

QUESTION 104

Which challenge does the increase of digital learning environments present to primary schools?

- A. Schools are not deploying enough wired and wireless IoT devices for the digital learning environments to succeed.
- B. Schools often have too large of an IT department, which can result in a network that is too mismanaged and siloed to meet performance requirements.
- C. Schools lack the budget to obtain a reliable wired and wireless network that can handle the increase in devices and connectivity needs.
- D. Schools have focused primarily on cloud solutions for the past decade, so switching back to an onprem infrastructure seems daunting.

Correct Answer: C

Section:

Explanation:

Schools lack the budget to obtain a reliable wired and wireless network that can handle the increase in devices and connectivity needs for digital learning environments⁶. Schools face challenges such as aging infrastructure, limited IT staff, security threats, and diverse user demands that require a robust and scalable network solution that can support digital learning initiatives.

QUESTION 105

What is one advantage of the experience-driven approach to management?

- A. It focuses on meeting business initiatives by improving performance, reliability, and secure network access.
- B. It relies on on-prem management exclusively so customers can avoid the security vulnerabilities of cloud.
- C. It relies on traditional tools that most IT admins are familiar with, such as the CLI, SNMP, and logs.
- D. It focuses on break-fix tools, so that IT spends its time keeping the lights on.

Correct Answer: A

Section:

Explanation:

The experience-driven approach to management is a way of aligning talent strategy with business strategy by creating a positive employee experience that fosters engagement, productivity, and innovation¹. One advantage of this approach is that it focuses on meeting business initiatives by improving performance, reliability, and secure network access², which are key factors for delivering a high-quality customer experience.

QUESTION 106

You have proposed an Aruba wireless solution to a hospital with very high availability requirements for the wireless network. Which feature of Aruba solutions should you explain provides seamless failover and live upgrades for mobility controllers?

- A. live mobility tracking with Aruba Meridian
- B. connectivity Health in AirWave or Central
- C. clustering with ArubaOS 8.x and above
- D. AirMatch and ClientMatch with Mobility Master (MM)

Correct Answer: C

Section:

Explanation:

Clustering with ArubaOS 8.x and above provides seamless failover and live upgrades for mobility controllers by enabling controller redundancy and load balancing across multiple controllers.

QUESTION 107

Which customer is a good target for an Aruba SD-Branch solution?

- A. an enterprise that needs to add one large branch over MPLS
- B. a retailer that needs to support a large number of small branch sites
- C. a university that needs to provide VPN access for faculty at home
- D. a small to medium business (SMB) that needs a simple solution to add a branch.

Correct Answer: B

Section:

Explanation:

A retailer that needs to support a large number of small branch sites is a good target for an Aruba SD-Branch solution, which simplifies branch network management by integrating SD-WAN, wired and wireless LAN services into a single platform.

