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Exam Code: HPE2-W11

Exam Name: Selling HPE Aruba Networking Solutions



Exam A

QUESTION 1

What is one way you can differentiate HPE Aruba Networking AIOps from the competition?

- A. HPE Aruba Networking is the only vendor that has more than 5 years of proven domain expertise creating machine learning models.
- B. HPE Aruba Networking is the only vendor that applies AIOps to SD-Branch solutions.
- C. HPE Aruba Networking AIOps accesses an extensive telemetry data lake to provide IT staff with useful insights to act upon.
- D. HPE Aruba Networking AIOps is based on open standards, rather than proprietary technology.

Correct Answer: C

Section:

Explanation:

HPE Aruba Networking AIOps is a cloud-based solution that leverages artificial intelligence and machine learning to provide insights, automation, and security for wired, wireless, and SD-WAN networks¹. One way you can differentiate it from the competition is by highlighting its access to an extensive telemetry data lake, which collects and analyzes data from millions of devices and hundreds of thousands of networks around the world². This enables HPE Aruba Networking AIOps to provide IT staff with useful insights, such as network performance optimization, device classification, user experience monitoring, and proactive remediation³.

QUESTION 2

You are discussing HPE Aruba Networking ESP (Edge Services Platform) solutions with a customer. This customer has mentioned supporting remote and hybrid workers as a key business initiative. What benefit of HPE Aruba Networking solutions should you emphasize?

- A. Remote employees can log into HPE Aruba Networking Central to access the centralized services and applications they need.
- B. These solutions offer a completely separate, dedicated mobility architecture for remote offices versus campuses.
- C. Remote employees can use HPE Aruba Networking Central to easily troubleshoot any issues on their own without IT support.
- D. These solutions make it simpler for customers to apply consistent, role-based policies no matter where users connect.

Correct Answer: D

Section:

Explanation:

HPE Aruba Networking ESP (Edge Services Platform) solutions enable customers to deliver a consistent and secure network experience to remote and hybrid workers, regardless of their location or device. By using HPE Aruba Networking Central, customers can define and enforce granular, role-based policies that are automatically applied across the network, from the edge to the cloud. This simplifies network management and enhances security and compliance.

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 12: "Aruba ESP enables IT to deliver a consistent and secure network experience to remote and hybrid workers, regardless of their location or device."

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: "Aruba Central is the cloud-native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services."

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 14: "Aruba Policy Enforcement Firewall (PEF) is a key component of Aruba ESP that provides granular, role-based access control and security for wired and wireless networks. PEF enables IT to define and enforce policies based on user identity, device type, location, time, and application, across the network from the edge to the cloud."

QUESTION 3

What is a use case for HPE Aruba Networking Central with AIOps?

- A. Simplifying the architecture of a data center attached to the campus.
- B. Finding network connectivity and performance issues before they impact business-critical apps.
- C. Upgrading the network more frequently by leasing, rather than purchasing, infrastructure devices.
- D. Enhancing the deployment of IoT devices by delivering an analytics platform at the edge.

Correct Answer: B

Section:

Explanation:

HPE Aruba Networking Central with AIOps is a cloud-native network management solution that leverages artificial intelligence to provide full-stack insights for enhanced root cause analysis, impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications.

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: "Aruba Central is the cloud-native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services."

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 15: "Aruba Central with AIOps provides AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications."

* HPE Aruba Networking simplifies IT operations with AIOps-driven cloud management and new network-as-a-service capabilities available on HPE GreenLake: "To alleviate time spent on network troubleshooting and optimization, the HPE Aruba Networking Central cloud network management platform has been re-designed to simplify operations and improve productivity by leveraging artificial intelligence for IT operations (AIOps) to reduce manual tasks, so stretched networking teams can focus on more strategic and higher-value projects."

* HPE Aruba network platforms gain AIOps, Agile NaaS: "The next generation of HPE Aruba Networking Central will leverage artificial intelligence for IT operations (AIOps), providing AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment and recommendations."

QUESTION 4

What is one impact of Internet of Things (IoT) on customer environments?

- A. IoT consistently shifts network traffic away from the wireless network and towards the wired network.
- B. IoT helps customers minimize their vulnerability to attacks at the edge.
- C. IoT increases the number of devices that edge networks must accommodate.
- D. IoT decreases network utilization at the edge and increases utilization in the cloud.

Correct Answer: C

Section:

Explanation:

Internet of Things (IoT) is the term used to describe the network of physical objects that are embedded with sensors, actuators, and connectivity to exchange data with other devices and systems over the internet. IoT devices can range from smart home appliances, wearable devices, industrial machines, vehicles, and more. IoT has a significant impact on customer environments, as it increases the number of devices that edge networks must accommodate, manage, and secure. Edge networks are the networks that connect users and devices to the core network and the cloud. As IoT devices proliferate, edge networks face challenges such as scalability, performance, reliability, security, and visibility.

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: "Internet of Things (IoT) is the term used to describe the network of physical objects that are embedded with sensors, actuators, and connectivity to exchange data with other devices and systems over the internet."

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: "Edge networks are the networks that connect users and devices to the core network and the cloud. They include campus, branch, remote, data center, and IoT networks."

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 11: "As IoT devices proliferate, edge networks face challenges such as scalability, performance, reliability, security, and visibility."

* What is IoT: The Internet of Things explained | McKinsey: "IoT uses a variety of technologies to connect the digital and physical worlds. Physical objects are embedded with sensors---which can monitor things like temperature or motion, or really any change in environment---and actuators---which receive signals from sensors and then do something in response to those changes."

* How Is the Internet of Things Changing Our Lives?: "The Internet of Things (IoT) is changing our lives in many ways. It is transforming how we work, play, learn, and communicate. It is also creating new opportunities and challenges for businesses, governments, and society."

QUESTION 5

You are discussing a network upgrade with a mid-sized customer. The customer is worried about future-proofing the network. What should you explain about HPE Aruba Networking ESP?

- A. The customer will need to replace APs to migrate from a mid-sized to an enterprise architecture; however, HPE Aruba Networking offers buy-back incentives.
- B. HPE Aruba Networking makes it easy for customers to obtain enterprise-level features on existing switches; the customers must simply purchase Enterprise licenses.
- C. The customer can easily expand from a mid-sized to an enterprise deployment using the same HPE Aruba Networking Central management platform.
- D. HPE Aruba Networking can guarantee the customer access to future Wi-Fi standards through software upgrades rather than hardware upgrades.

Correct Answer: C



Section:**Explanation:**

HPE Aruba Networking ESP (Edge Services Platform) is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all network domains. It is designed to scale from small to large deployments, and to support customers' evolving business needs and technologies. HPE Aruba Networking Central is the single pane of glass for managing Aruba ESP, and it provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services. Customers can use the same HPE Aruba Networking Central platform to manage their network regardless of the size, complexity, or location of their network.

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 12: "Aruba ESP is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all network domains. It is designed to scale from small to large deployments, and to support customers' evolving business needs and technologies."

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: "Aruba Central is the cloud-native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services."

* Aruba ESP (Edge Services Platform) | HPE Aruba Networking: "Aruba ESP (Edge Services Platform) | HPE Aruba Networking Home / Solutions / Aruba ESP Connect and secure your edges with a single unified platform HPE Aruba Networking Edge Services Platform (ESP) is a network architecture that unifies infrastructure, security, policies, and AI-powered management across all your edges. Read the solution brief Challenges Benefits How it works Customers Resources Apply consistent security policies across your network From highly confidential to top secret environments, ESP delivers secure connectivity from edge to cloud, leveraging Zero Trust and SASE security. Global policy orchestration, granular visibility, and device profiling ensure Zero Trust Unified SASE (SD-WAN & SSE) capabilities optimize QoS, routing, and traffic inspection Awarded various Common Criteria, FIPS-140 and FedRAMP certifications 150+ third party security integrations (i.e., FW, SSE, UEM, SIEM) Get the eBook Harness the potential of your Edge locations Advance the priorities of your business today and tomorrow with a network architecture that is: Unified AI-powered IT Secure Agile Exploring the ROI of Cloud-managed Networking with Aruba Central IT teams face higher levels of network complexity due to work-from-home initiatives, more IoT devices, and new cloud applications. Networks are becoming harder to troubleshoot, while the use of siloed management tools inhibits IT agility and increases risk of errors or downtime. Explore the infographic Read the blog Powering Hybrid Work in 2023 Explore Leesman data-driven insights into optimizing modern work and workplaces. Learn why hybrid work is here to stay, how office space investments are changing, and what IT infrastructure and operations are increasingly agile to keep pace with a dynamic workplace environment. Read the eBook Get the full report HPE (Aruba) is again named a Leader in the 2022 Gartner Magic Quadrant for Enterprise Wired and WLAN Infrastructure For the 17th consecutive time, HPE (Aruba) has been named a Leader in the 2022 Gartner Magic Quadrant for Enterprise Wired and Wireless LAN Infrastructure. Get the report Edge transformation in action Convert your edge data into new business outcomes HPE Aruba Networking ESP is a cloud-native architecture built for the Intelligent Edge. Hover over the numbers to learn how each element helps you gain deeper insights into the potential of your Edge data. Related resources Aruba ESP and IoT Aruba ESP can help you accelerate digital transformation, with a future-proof hyper-aware network that combines IT and IoT on a single platform. Watch the video Network as a Service enables flexible consumption of secure and agile enterprise networks As an IDC analyst paper sponsored by Aruba, this paper provides insights into NaaS today based on a survey of over 1000 North American IT and networking professionals and their plans around the implementation and usage of NaaS. Read the whitepaper A network that's always protected, everywhere Aruba ESP increases protection levels while simplifying operations by applying the principles of Edge-to-cloud security, featuring a built-in foundation for Zero Trust and SASE frameworks."

QUESTION 6

Based on recent trends, which common challenge can HPE Aruba Networking help customers overcome?

- A. Struggles in optimizing overprovisioned networks for a lower-edge device load.
- B. Difficulties making employees understand that it is impossible to access applications securely from home.
- C. Difficulties providing secure, consistent connectivity for remote workers.
- D. Struggles in accommodating the shift of data away from the edge to the main corporate data center.

Correct Answer: C

Section:**Explanation:**

HPE Aruba Networking helps customers overcome the challenges of enabling hybrid work, where employees need to access applications securely from home or anywhere. HPE Aruba Networking offers solutions such as Remote Access Points, Virtual Intranet Access, and EdgeConnect SD-WAN that provide seamless, reliable, and secure connectivity for remote workers¹².

QUESTION 7

What distinguishes HPE Aruba Networking EdgeConnect Enterprise from HPE Aruba Networking EdgeConnect SD-Branch?

- A. HPE Aruba Networking EdgeConnect Enterprise integrates more fully with HPE Aruba Networking wired and zero-trust security solutions.
- B. HPE Aruba Networking EdgeConnect Enterprise embeds support for remote workers while HPE Aruba Networking EdgeConnect SD-Branch does not.
- C. HPE Aruba Networking EdgeConnect Enterprise offers the most advanced SD-WAN features, dynamically adapting to business needs.
- D. HPE Aruba Networking EdgeConnect Enterprise consolidates more forms of connectivity because it supports LTE.

Correct Answer: C

Section:**Explanation:**

HPE Aruba Networking EdgeConnect Enterprise is designed for cloud-first organizations that need a secure network foundation for Zero Trust and SASE. It provides a first-class SD-WAN paired with a next-generation firewall, delivering unmatched quality of experience and advanced security¹. HPE Aruba Networking EdgeConnect SD-Branch, on the other hand, is a simplified solution for the software-defined branch, encompassing each element within a branch---WAN, WLAN, wired, and security².

QUESTION 8

Which approach does HPE Aruba Networking ESP (Edge Services Platform) take toward network management?

- A. Providing many separate management tools, each specialized for a different customer requirement.
- B. Avoiding integration with third-party solutions so that customers receive a simpler, edge-to-edge solution.
- C. Prioritizing on-prem management, as it is the only way for customers to manage their network assets securely.
- D. Providing a unified platform from which the customer can manage all wired and wireless devices across multiple sites.

Correct Answer: D

Section:**Explanation:**

HPE Aruba Networking ESP (Edge Services Platform) is a cloud-native architecture that unifies infrastructure, security, policies, and AI-powered management across all your edges¹. It enables customers to manage their network assets securely and efficiently from a single dashboard, whether they are on-premises, in the cloud, or at the edge². It also integrates with third-party solutions to provide a comprehensive and flexible network management solution³.

QUESTION 9

Which customer need does HPE Aruba Networking EdgeConnect Mobile address?

- A. Enabling users to run demanding video conferencing applications over wireless connections at the corporate main office
- B. Enabling employees to connect to the corporate network from mobile devices and work from anywhere, including public locations
- C. Enabling secure connectivity between small branches and both the Internet and the corporate data center
- D. Enabling Zero Trust Security for wireless users accessing cloud applications from mid-sized branches

Correct Answer: B

Section:**Explanation:**

HPE Aruba Networking EdgeConnect Mobile is a secure SD-WAN solution that extends the benefits of HPE Aruba Networking EdgeConnect to mobile users and devices. It enables employees to connect to the corporate network from their smartphones, tablets, or laptops, and work from anywhere, including public locations such as airports, hotels, or coffee shops¹. It also provides consistent security, performance, and quality of experience for cloud and SaaS applications².

QUESTION 10

A customer's employees need to connect to the corporate network from their own home offices. IT finds it difficult to support these employees and get them connected securely. What HPE Aruba Networking solution should you recommend?

- A. HPE Aruba Networking EdgeConnect Enterprise
- B. HPE Aruba Networking EdgeConnect MicroBranch
- C. HPE Aruba Networking Fabric Composer
- D. HPE Aruba Networking CX switches

Correct Answer: B

Section:**Explanation:**

HPE Aruba Networking EdgeConnect MicroBranch is a secure SD-WAN solution that extends the benefits of HPE Aruba Networking EdgeConnect to home offices and small offices. It enables employees to connect to the corporate network from their own devices, and provides consistent security, performance, and quality of experience for cloud and SaaS applications¹. It also simplifies and automates the deployment and management of home office networks, and integrates with HPE Aruba Networking Central for cloud-based visibility and control².

QUESTION 11

What approach does Aruba Edge Service Platform (ESP) take towards IT operations?

- A. It applies machine learning to large data sets to identify issues and recommend fixes or optimizations automatically.
- B. It simplifies management by taking a one-size-fits all approach in which most settings are non-customizable.
- C. It relies on expert IT admins who work in specialized teams to manage their segment of the Aruba network.
- D. It uses a distributed analytics approach in which operators gain visibility into local issues.

Correct Answer: A

Section:

Explanation:

Aruba ESP (Edge Services Platform) is a cloud-native platform that leverages artificial intelligence for IT operations (AIOps) to simplify and improve network operations across all edges. It uses machine learning to analyze data from various sources, such as network devices, users, applications, and security events, to provide insights, recommendations, and automation for network optimization and troubleshooting.

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 15: "Aruba Central with AIOps provides AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications."

* Introducing Aruba ESP: "Aruba ESP (Edge Services Platform) is the industry's first cloud-native platform designed to automate, unify, and secure the Edge --- using AI to spot and fix problems before they impact your business."

* What is Aruba Edge Services Platform (ESP)? - Comport: "How Does Aruba ESP Work? Aruba ESP has the capability to analyze unstructured data that users, devices and applications provide across all of a network's domains. This data is then used to curate contextual information about identity, location, applications in use and security posture to become hyper-aware of a network's operations."

QUESTION 12

Which customer challenge indicates a good opportunity for selling HPE Aruba Networking EdgeConnect solutions?

- A. The customer needs more WAN bandwidth but finds it cost-prohibitive to expand bandwidth on the company's current leased lines.
- B. The customer needs to simplify troubleshooting for the HPE Aruba Networking infrastructure devices already deployed at the main office.
- C. The customer needs to simplify by deploying a consistent switching platform across the campus and data center.
- D. The customer has no IT staff and needs a simple mobility solution for the company's single small site.

Correct Answer: A

Section:

Explanation:

HPE Aruba Networking EdgeConnect solutions enable customers to leverage multiple WAN transport options, such as broadband internet, 4G/5G/LTE, and MPLS, to optimize bandwidth, performance, and cost. EdgeConnect solutions also provide dynamic path control, which automatically steers traffic to the best available path based on business intent policies and real-time network conditions. This way, customers can increase WAN bandwidth without increasing costs or complexity.

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 16: "EdgeConnect SD-WAN platform enables customers to use any combination of WAN transport technologies without compromising network or application performance. It supports MPLS, 4G/5G/LTE, and internet-based hybrid WAN data paths and a control plane that is automated and secured by Aruba Orchestrator management software to provide policy-based virtual network segmentation and acceleration of on-premise and SaaS cloud applications."

* Aruba EdgeConnect SD-WAN | HPE Aruba Networking: 'Aruba EdgeConnect SD-WAN | HPE Aruba Networking Home / Products / SD-WAN / EdgeConnect EdgeConnect SD-WAN The EdgeConnect SD

QUESTION 13

What common customer desire is addressed by HPE Aruba Networking Central network management?

- A. eliminating the need for network admins and letting server admins maintain the network
- B. deploying the network and then letting it run without the need for further management and monitoring

- C. managing each network silo with tools specialized for that silo's needs
- D. managing the network without having to install and maintain on-prem management tools

Correct Answer: D

Section:

Explanation:

HPE Aruba Networking Central is a cloud-based network management solution that simplifies IT operations, improves agility, and reduces costs by unifying management of all network infrastructure. It eliminates the need for customers to invest in, deploy, and maintain on-premises management tools, and provides a single pane of glass for managing campus, branch, remote, data center, and IoT networks from one dashboard.

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: "Aruba Central is the cloud-native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services."

* Aruba Central for Cloud-managed networking | HPE Aruba Networking: "Built on a cloud-native, microservices architecture, Central is an AI-powered solution that simplifies IT operations, improves agility, and reduces costs by unifying management of all network infrastructure."

* HPE Aruba Central | HPE United Kingdom - Hewlett Packard Enterprise: "Simplify how you provision, configure, and maintain networks by orchestrating all operations from a cloud-native dashboard. Aruba Central is your single point of visibility and control to oversee every aspect of wired and wireless LANs, WANs, and VPNs across campus, branch, remote, and data center locations."

QUESTION 14

You are meeting with a customer's Chief Information Security Officer (CISO) and want to open a discovery conversation about HPE Aruba Networking Edge-to-Cloud Security solutions. What is one topic you should discuss?

- A. How dependent the organization is on video conferencing and other collaboration applications and whether the CISO understands how to patch those applications' vulnerabilities.
- B. How dependent the organization is on manually defined security policies and what risks the organization runs if admins make errors in those policies.
- C. Whether the CISO understands the encryption technologies that are improving security for modern wireless networks.
- D. Whether the CISO understands the value of a single-vendor, end-to-end security solution and is ready to commit to a single vendor.

Correct Answer: B

Section:

Explanation:

HPE Aruba Networking Edge-to-Cloud Security solutions enable customers to automate and simplify network security operations and enhance Zero Trust protection across all network domains. By using HPE Aruba Networking Central NetConductor, customers can orchestrate and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect. This reduces the risk of human errors, misconfigurations, and security breaches that can result from manually defined and managed policies.

* Selling HPE Aruba Networking Solutions, Rev.23.11, page 17: "Aruba Central NetConductor is a cloud-native network security service that automates and accelerates networking and policy orchestration across all network domains. It enables customers to define and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect."

* Edge-to-cloud, Zero Trust, and SASE security | HPE Aruba Networking: "Aruba Central NetConductor automatically configures infrastructure to deliver optimal network performance while enforcing granular access control security policies that are the foundation of Zero Trust and SASE architectures."

* HPE Aruba Networking Central NetConductor: Automate and Accelerate Networking and Policy Orchestration: "Aruba Central NetConductor eliminates the need for manual configuration and management of network policies, which can be error-prone, time-consuming, and inconsistent across network domains. It also reduces the risk of security breaches and compliance violations that can result from misconfigurations and gaps in policy enforcement."

