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NEW QUESTION: 1

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

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 2

When positioning Aruba Zero Trust Security versus Cisco Meraki, what is one key point you should make?

- A. Cisco Meraki security is complex to manage. with many different interfaces, while Aruba offers integrated security management.
- B. Cisco Meraki requires customers to purchase several solutions to obtain full security, while Aruba offers all of its security features through a single Aruba Central subscription.
- C. Cisco Meraki is focused primarily on data center security, while Aruba is focused on campus, branch, and data center security
- D. Cisco Meraki relies on extensive third-party integration to enhance its security solutions, while Aruba limits third-party integration.

Answer: (SHOW ANSWER)

NEW QUESTION: 3

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 ClearPass

- C. Aruba VisualRF
- D. Aruba Mobility Master

Answer: (SHOW ANSWER)

NEW QUESTION: 4

What advantages do Aruba micropolicies provide your customers?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 5

What is a key Aruba SD-Branch differentiator against many competitors?

- A. Aruba SD-Branch offers all of the benefits of Aruba ESP (Edge Services Platform) in the branch.
- B. Aruba has the largest market presence for SD-WAN and is the only Leader recognized by Gartner.
- C. Aruba SD-Branch is a highly specialized solution that is focused exclusively on WAN connectivity and optimization
- D. Aruba offers the only branch solution that is targeted specifically for small businesses

Answer: C (LEAVE A REPLY)

NEW QUESTION: 6

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 Master (MM) with its Network Analytics Engine (NAE)
- B. Aruba ClearPass with its Voice User dashboard
- C. Aruba Mobility Controller (MC) with its RFProtect feature
- D. Aruba AirWave with its UCC Analytics dashboard

Answer: D (LEAVE A REPLY)

NEW QUESTION: 7

What is one challenge for business that adopts cloud solutions?

- A. Customers must make a large capital investment when they initially adopt a public cloud solution.
- B. Customers must increase their IT management resources because cloud adds complexity to the network infrastructure.

- C. Cloud increases security vulnerabilities, with employees accessing resources off-premises and using shadow IT.
- D. Cloud is less reliable than on-premises infrastructure because data is stored in a central location.

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 8

You are proposing a Managed Connectivity Services (MCS) solution to a customer. What does the Intelligent Operations option add to this solution?

- A. It activates software-defined networking (SDN) capabilities within the MCS solution.
- B. It enables customer admins to have access to Aruba AIOps components, such as AI Insights, AI Search, and AI Assist.
- C. It offloads network management, including troubleshooting and patch management, to an Aruba team
- D. enables integration between the MCS solution and third-party solutions within the Security 360 Exchange.

Answer: [B \(LEAVE A REPLY\)](#)

NEW QUESTION: 9

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

Answer: [D \(LEAVE A REPLY\)](#)

NEW QUESTION: 10

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

- A. Aruba uses third-party partnerships for the AIOps platform, enabling customers to choose their preferred solution.
- B. Aruba understands that AIOps must be based on low-level tools like packet captures and CLI scripting and monitoring.
- 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 has extensive data stores on which to draw, based on tens of thousands of customers over multiple years.

Answer: [D \(LEAVE A REPLY\)](#)

NEW QUESTION: 11

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 12

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

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 13

What is an appropriate use case for pursuing an Aruba Instant On opportunity?

- A. A retailer has hundreds of stores, each of which needs to connect just two to five devices to a main headquarters.
- B. A dentist office wants to provide wireless access for employees and guests, while maintaining high security.
- C. A financial institution has dozens of branches that need to connect to cloud services and data center services securely.
- D. A software development company with about 300 employees wants to improve wireless network performance and simplify management.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 14

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 concerned the customer is about ensuring that only authorized employees can access the wireless network
- B. how IT prioritizes unified management and integrating wired and wireless access

C. how the company is seeking to improve customer satisfaction scores and the role of mobile apps in their strategy.

D. how much time IT staff members spend performing basic troubleshooting and whether this interferes with their ability to innovate

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 15

Which benefit does an HPEFS Accelerated Migration service provide for a customer?

A. It enables the customer to offload networking management to Aruba experts in a Network Operations Center (NOC).

B. It provides deployment and installation services for new solutions, lowering risks for customers.

C. It provides workshops and consulting services, helping customers to understand how to use new technologies strategically.

D. It enables the customer to obtain additional value from legacy infrastructure that is ready to be retired.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 16

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. Industry analysts are de-emphasizing perimeter security, but perimeter security remains the most important aspect of security.

C. Laptops are making up a higher proportion of connected devices than ever, and laptop security is weak.

D. Customers are connecting more IoT devices to their network, and the devices quickly come under attack.

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 17

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

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 18

A customer has an Aruba ESP (Edge Services Platform) solution. A site uses an AP-only deployment model.

Later the customer wants to use gateways.

- A.** Change the Apps' mode to Campus mode. upgrade to campus software and then add the gateways
- B.** Replace the existing APs with now Campus APs, and then add the gateways.
- C.** Add the gateways, there is no need to change the existing APs' mode, and the gateway can be managed by Aruba Central
- D.** Add the gateways, use Aruba Central to control the existing APs. and use the gateways' UI to manage the network.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 19

What is one way that an Aruba SD-WAN solution transforms a company's WAN?

- A.** It requires all traffic to pass through security appliances in the data center before exiting to the Internet.
- B.** It enables the company to use a mix of MPLS, Internet, and LIE uplinks to connect branches to the data center.
- C.** It increases specialization for branch equipment, so that a single appliance is no longer expected to handle security and connectivity.
- D.** It replaces expensive appliances for providing WAN uplinks with WAN software that runs on Aruba CX switches.

Answer: (SHOW ANSWER)

NEW QUESTION: 20

What is a key advantage of Aruba Central, as compared to Cisco and Cisco Meraki?

- A.** Aruba Central software uses a perpetual licensing model, while Cisco uses a confusing, subscription-based licensing model
- B.** Aruba Central offers built-in authentication and policy enforcement, and granular visibility, while Cisco has separate solutions for these features.

C. Aruba Central provides single-pane-of-glass management for the complete network. while Cisco offers many different product lines with different management tools

D. Aruba Central avoids integration with third-party tools, while Cisco relies heavily on third-party integration to expand its features.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 21

What is a business benefit of Aruba Unified Infrastructure?

A. It enables customers to apply the benefits of AIOps and Zero Trust Security across wired, wireless, WAN, and 5G networks.

B. It enables customers to create a wired and wireless network that is inherently trustworthy regardless of what devices connect to it.

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 converge management of data center servers, storage, and networking within Aruba Central.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 22

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

A. The public cloud

B. Co-located data centers

C. On-prem data centers

D. The edge

Answer: (SHOW ANSWER)

NEW QUESTION: 23

What is one key advantage of Aruba wireless solutions as compared to Cisco Meraki solutions?

A. Aruba offers one simple choice for management while Cisco Meraki has a confusing array of management options.

B. Aruba offers beamforming in APs to improve wireless coverage while Cisco Meraki APs does not support any such feature.

C. Aruba offers cloud subscription-based licensing for all APs while Cisco Meraki requires a significant CAPEX expenditure.

D. Aruba offers integration with an extensive ecosystem while Cisco Meraki offers little third-party integration.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 24

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

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 25

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

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

Answer: [C \(LEAVE A REPLY\)](#)

NEW QUESTION: 26

You have proposed an Aruba ESP (Edge Services Platform) Unified Infrastructure solution to a customer. The customer is also considering a Juniper/Mist solution. What is one Aruba advantage that you should emphasize?

- A.** Juniper is focused on the SMB space, where it has the most experience, while Aruba offers solutions for companies of all sizes from small to large.
- B.** Mist does not offer any Wi-Fi 6 APs while Aruba has a broad portfolio of APs that support Wi-Fi 6.
- C.** Mist does not offer any AIOps capabilities while Aruba ESP offers AIOps In addition to Zero Trust Security.
- D.** Juniper and Mist are still largely separate. Aruba AP and switch solutions are truly unified, with features like Dynamic Segmentation.

Answer: [A \(LEAVE A REPLY\)](#)

NEW QUESTION: 27

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 28

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

- A.** too few products and solutions at the branches across their WAN
- B.** insufficient security expertise in IT staff at branches
- C.** lack of control over and visibility into WAN traffic
- D.** need to move to exclusive MPLS for branch connections

Answer: **D** ([LEAVE A REPLY](#))

NEW QUESTION: 29

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.** 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.
- C.** Aruba delivers uninterrupted high-speed connectivity in any location, even across roams, and enables self-service network onboarding for student devices.
- D.** With Aruba, administrators can establish certain locations as specialized zones where students can go to get the fastest bandwidth anywhere on campus.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 30

What business benefit does Aruba AirMatch provide?

- A.** better security through matching policies on wireless and wired
- B.** better load balancing and availability for controllers
- C.** simpler troubleshooting with AP and client tracking
- D.** enhanced user experience in dense environments

Answer: **D** ([LEAVE A REPLY](#))

NEW QUESTION: 31

For which use case should you recommend an Aruba virtual gateway?

- A. Managing branch gateways across multiple sites and providing the SD-WAN orchestration capabilities
- B. Connecting Aruba branch gateways to cloud applications through a virtual private cloud such as Amazon web Services (AWS)
- C. Eliminating the need for branch gateway appliances by replacing them with virtual gateways that run on commodity hardware
- D. Integrating Aruba CX switches into a virtualized data center, such as one that uses VMware vSphere 3

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 32

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

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 33

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

- A. Aruba has data scientists with 5 years of experience, and Aruba has 5 years of proven domain expertise.
- B. 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.

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.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 34

A customer asks about whether Aruba ESP provides Intrusion Prevention System (IPS) capabilities. What should you reply?

A. Aruba Threat Detection, within Aruba Central, provides IPS capabilities.

B. The customer must integrate the solution with third party tools to receive any IPS capabilities.

C. Aruba ClearPass Device Insight provides IPS capabilities.

D. The customer must add Aruba ClearPass OnGuard to Policy Manager to receive these capabilities.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 35

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 Foundation Care offers financial services to make it more economically feasible for the customer to migrate to Aruba.

B. Aruba controllers support dynamic segmentation, which enables them to integrate with switches such as Cisco switches.

C. Aruba AirWave is multi-vendor, so it can manage both legacy Cisco products and Aruba products together.

D. An Aruba Mobility Master (MM) can discover and monitor third-party products such as the legacy Cisco products.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 36

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

A. Customers are more interested in proprietary end-to-end solutions than in solutions with multi-vendor support.

B. Customers are increasingly interested in network access control (NAC) and continuous monitoring for anomalies.

C. Customers are less likely to be interested in cloud applications as they turn their attention to the network edge.

D. Customers are more likely to want a CAPEX model for network infrastructure to offset operating costs for IoT.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 37

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

A. Customers can obtain a flexible, cloud-based option for managing their controllers centrally.

B. Admins can manage ArubaOS switches and ArubaOS controllers from the same management interface.

C. MM offers a single management interface for configuring wireless devices and onboarding user wireless devices.

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 38

A retailer has large stores that have Inconsistent 5G coverage, which leads to complaints from customers. The retailer wants a simple way to give customers the 5G experience. Which Aruba feature should you emphasize to address these goals?

A. Zero Touch Provisioning

B. Smart Rate

C. Air Pass

D. Dynamic Segmentation

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 39

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 security that helps the hotel comply with regulations, based on Aruba Cape Networks sensors

B. a higher quality guest wireless experience with features such as ClientMatch, AirGroup, and Cape Networks

C. simple management experience and end-to-end visibility for troubleshooting with Aruba IntroSpect

D. better access control over IoT deployments using either Aruba AirWave or Aruba Central

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 40

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 41

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

Answer: (SHOW ANSWER)

NEW QUESTION: 42

Which two types of information does Aruba AIOps provide insights for?

- A. Network security and
- B. Network availability and security risks
- C. Network health and connectivity performance
- D. Network status and application performance

Answer: B (LEAVE A REPLY)

NEW QUESTION: 43

What is one way Aruba data center networking solutions stand out from other data center solutions?

- A. They offer the same features as HPE compute solutions, such as HPE Synergy.
- B. They scale to meet the needs of large, complex service provider environments.
- C. They use a specialized switch portfolio and operation system, which is designed for the data center alone.
- D. In addition to Aruba's orchestration tools, they also provide industry-leading integration with third-party orchestration tools.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 44

What is a common customer challenge in the data center, which can lead to the need for Aruba solutions?

- A.** Customers lack the ability to automate the network and orchestrate network provisioning with storage and compute.
- B.** Customers are struggling to shift from a leaf-spine architecture to a more scalable three-tier architecture.
- C.** Customer data centers have increased demand from more employees and users working from home.
- D.** Customers need to improve security by segmenting physical network management from virtual network management.

Answer: ([SHOW ANSWER](#))

NEW 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 Zero Touch Provisioning (ZTP) enables the Aruba solution to automatically provision connected wireless clients with optimized settings.
- B.** Aruba Network Analytics Engine (NAE) analyzes the RF environment and moves APs to the correct channel to minimize noise and enhance the signal.
- C.** Aruba Client Match is aware of which clients support Wi-Fi 6 and distributes clients across APs so as to optimize throughput.
- D.** 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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 46

What is one common challenge that Aruba Unified infrastructure solutions can help customers resolve?

- A.** Many customers lack confidence in the Wi-Fi alliance and are looking for wireless solutions that support technologies outside of the 802.11 framework.
- B.** Many customers' IT staff lack adequate time and expertise to manage and secure the network.
- C.** Many customers are seeking a larger number of management tools, each specialized for a different network team.
- D.** Many customers need ways to reduce the number of IoT devices in their network and to replace them with analytics software that serves the same purpose.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 47

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

Answer: (SHOW ANSWER)

NEW QUESTION: 48

How does Zero Trust Security differ from outdated security practices?

- A. Zero Trust Security focuses on protecting resources as opposed to network segments.
- B. Zero Trust Security focuses on protecting the network perimeter and does not rely on user roles.
- C. Zero Trust Security assumes every user needs basic network access instead of starting with a default deny posture.
- D. Zero Trust Security relies on user input because network administrators can no longer be trusted completely

Answer: D (LEAVE A REPLY)

NEW QUESTION: 49

A customer wants to deploy components of Aruba ESP (Edge Services Platform) but does not have the resources to Implement all components of Aruba ESP at once. Which attribute should they start with?

- A. Analyzing and acting on network insights from Aruba AIOps
- B. Connecting their people and devices at the edge with Aruba Unified Infrastructure
- C. Protecting the network with Aruba Zero Trust Security
- D. Creating customized user experiences with Aruba Meridian

Answer: B (LEAVE A REPLY)

NEW QUESTION: 50

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 delivers an already complete mobile application tailored to the customer vertical while Cisco forces customers to create their own applications.
- B.** Aruba offers PoE for beacons to make them easier to install and manage while Cisco beacons only support external power supplies.
- C.** 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.
- D.** Aruba beacons fully pair with users' devices for a more complete and effective solution while Cisco beacons do not establish a full pair.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 51

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

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 52

You are proposing an Aruba Instant On solution to a customer who is also considering Meraki. Which key Aruba Instant On advantage should you point out?

- A.** Instant On provides more management options than Meraki. but at a lower TCO.
- B.** Instant On solutions can seamlessly grow into Aruba ESP solutions, while Meraki limits growth
- C.** Instant On licensing lets customers license for specific features, while Meraki has an all-in-one license.
- D.** Instant On gives customers the power of AIOPs. while Meraki solutions have limited intelligence.

Answer: (SHOW ANSWER)

NEW QUESTION: 53

A customer uses a large number of cloud apps

What is one benefit of an Aruba SD-Branch solution for this customer?

- A.** The customer can add new cloud apps to the branch more easily using features such as Aruba Zero Touch Provisioning (ZTP).
- B.** The Aruba solution enables a more direct path for cloud apps, rather than backhauling them through the data center.
- C.** The Aruba solution requires all cloud traffic to go through the data center to increase security for the cloud apps.
- D.** The customer can choose to deploy Aruba Central in the public cloud of their choice, including AWS and Microsoft Azure.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 54

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

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 55

A customer needs an AP that provides Wave 2 802.11ac for an outdoor environment.

Which AP Series meets the need?

- A.** AP 303H
- B.** AP 360
- C.** AP 330
- D.** AP 340

Answer: B (LEAVE A REPLY)

NEW QUESTION: 56

You are delivering a Managed Connectivity Services (MCS) solution.

What role belongs you, as an Aruba partner, as opposed to Aruba?

- A.** Managing the solution on an ongoing basis
- B.** Optimizing the solution on an ongoing basis
- C.** Designing and deploying the solution

D. Upgrading firmware for the solution

Answer: A (LEAVE A REPLY)

NEW QUESTION: 57

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 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.

C. 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.

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.

Answer: A (LEAVE A REPLY)

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