

# HPE2-W07<sup>Q&As</sup>

Selling Aruba Products and Solutions

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**QUESTION 1**

Which Aruba solution works with Aruba AI Insight to automata troubleshooting workflows and reduce the troubleshooting time?

- A. Aruba Device Insight
- B. Aruba
- C. Aruba Security Exchange 360
- D. Aruba Search

Correct Answer: C

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**QUESTION 2**

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: C

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**QUESTION 3**

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.

Correct Answer: B

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**QUESTION 4**

What distinguishes Aruba's as-a-service solutions from other vendors' solutions-as-a-service?

- A. Aruba focuses on pre-packaged service packages, rather than custom solutions, to simplify the delivery process.
- B. Aruba came to the market as a service later, which allows it to offer more modern solutions, instead of those built with legacy technology.
- C. Aruba focuses on solutions such as budget-optimized service and competes primarily on price.
- D. Aruba has defined technologies for networking as a service (NAAS) and has more mature offerings than competitors

Correct Answer: A

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#### QUESTION 5

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: D

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