

HPE2-W07^{Q&As}

Selling Aruba Products and Solutions

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QUESTION 1

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 multi-vendor support.
- D. ClearPass delivers both signature-based and anomaly-based detection of security threats instead of just signature-based.

Correct Answer: A

QUESTION 2

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

QUESTION 3

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

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

QUESTION 5

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: C

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