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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

QUESTION 2

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

QUESTION 3

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

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

- A. Upgrading firmware for the solution
- B. Managing the solution on an ongoing basis
- C. Optimizing the solution on an ongoing basis
- D. Designing and deploying the solution

Correct Answer: B

QUESTION 4

You are proposing an Aruba datacenter networking solution to a customer who is also considering Juniper. What is the advantage of Aruba over Juniper that you should emphasize?

- A. Aruba's solutions exceed Juniper's capabilities in automation, programming, and integrated analytics
- B. Aruba offers several specialized datacenter switch families for different purposes, while Juniper offers only one
- C. Aruba specializes in cloud service provider markets, while Juniper focuses on smaller data centers
- D. Aruba offers more customizable licensing than Juniper. Aruba customers can choose between different licenses to enable different features

Correct Answer: D

QUESTION 5

A customer requires a highly secure network solution, and you have proposed an Aruba controller-based 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

QUESTION 6

What is one benefit of the Aruba Instant On mobile app for partners?

- A. The app integrates with Aruba Central, which allows customers to win more sales by emphasizing Central's AIOPs benefits
- B. The app provides remote management, so that partners can easily offer management services for multiple Instant On customers.
- C. The app provides simplified proposal and quoting tools, designed to help partners close Instant On sales more quickly.
- D. The app opens another revenue stream for partners because customers must purchase licenses to use it.

Correct Answer: A

QUESTION 7

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

- A. Aruba Central provides single-pane-of-glass management for the complete network, while Cisco offers many different

product lines with different management tools

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

C. Aruba Central offers built-in authentication and policy enforcement, and granular visibility, while Cisco has separate solutions for these features.

D. Aruba Central software uses a perpetual licensing model. while Cisco uses a confusing, subscription-based licensing model

Correct Answer: A

QUESTION 8

You are proposing Aruba ESP Unified infrastructure and zero trust security solutions to a customer. You learned that the client uses ServiceNow. How should you approach this customer?

A. Advise customer to get rid of all servicenow subscriptions because aruba central can replace ServiceNow as aruba central offers comprehensive trouble ticketing capabilities

B. Redirect to only offer aruba unified infrastructure because Servicenow does not integrate with aruba zero trust security solutions

C. Upsell aruba APs and gateways because they can be configured by servicenow to simplify management

D. Emphasize the integration of aruba clearpass with servicenow, including the ability to automatically issue a trouble ticket

Correct Answer: D

QUESTION 9

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: A

QUESTION 10

Which preference can help to qualify a customer for an Aruba as-a-Service solution?

- A. Preference for relatively long network refresh Intervals
- B. Preference for commodity hardware
- C. Preference for In-house network management
- D. Preference for the newest technology

Correct Answer: A

QUESTION 11

What do most SME customers want in terms of network security?

- A. SMBs want network solutions that are cost-effective and highly available; They tend not to worry about good security.
- B. SMBs want networking solutions that offer many options for creating and customizing granular security policies
- C. SMBs want networking solutions that integrate with a wide range of third-party security hardware options
- D. SMEs want network solutions that incorporate security and make it easier to comply with regulations

Correct Answer: C

QUESTION 12

A customer has mentioned how long it takes IT staff to deploy new network devices.

What should you explain about Aruba ESP (Edge Services Platform) Unified Infrastructure to address this concern?

- A. Aruba integrates with Microsoft Active Directory, so Aruba APs and switches are automatically discovered in AD and centrally managed.
- B. Aruba ClearPass provides a centralized dashboard for quickly discovering Aruba APs and switches and then pushing config to the devices.
- C. Aruba AI insight is a feature that automates the discovery and provisioning of Aruba APs and switches.
- D. Aruba Zero Touch Provisioning (ZTP) lets non-experts connect Aruba APs and switches. which then automatically receive their config from Aruba Central

Correct Answer: D

QUESTION 13

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

QUESTION 14

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

QUESTION 15

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

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