



# HP

## HPE2-W02 Exam

### HP Selling Aruba Products and Solutions Exam

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## Version: 9.0

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### Question: 1

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A customer needs a network infrastructure upgrade.

Which characteristic should you use as the primary deciding factor between proposing HPE OfficeConnect or Aruba solutions?

- A. whether the customer requires 802.11ac
- B. the company vertical
- C. the company size and number of users
- D. whether the customer requires wired or wireless access

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**Answer: C**

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### Question: 2

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

Which AP Series meets the need?

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

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**Answer: C**

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### Question: 3

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A customer is concerned about wireless security, and specifically that employees could introduce malware into the network by visiting disreputable websites.

Which security feature in Aruba Mobility Controllers (MCs) should you emphasize to address this specific concern?

- A. User and Entity Behavior Analytics (UEBA)
- B. Web Content Classification (WCC)
- C. RF Protect
- D. Application Visibility and Control

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**Answer: B**

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### Question: 4

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

- A. Aruba offers cloud subscription-based licensing for all APs while Cisco Meraki requires a significant CAPEX expenditure.
- B. Aruba offers beamforming in APs to improve wireless coverage while Cisco Meraki Aps does not support any such feature.
- C. Aruba offers integration with an extensive ecosystem while Cisco Meraki offers little third-party integration.
- D. Aruba offers one simple choice for management while Cisco Meraki has a confusing array of management options.

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**Answer: D**

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**Question: 5**

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A mid-sized customer is having trouble deciding between in a controllerless Aruba solution and a controller-based one. What can you explain to the customer about how Aruba protects the company's investment?

- A. The same Aruba APs can be deployed in controllerless Instant mode and then later changed to controlled mode.
- B. Aruba offers a buy-back program for controllerless Instant APs, making it cost effective to later deploy controlled APs.
- C. There is no difference in features and capabilities between a controllerless and controller-based Aruba solution.
- D. Aruba uses a cloud subscription-based licensing model for controllerless APs, and these licenses can be upgraded to controller licenses.

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**Answer: B**

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**Question: 6**

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What is one way that industry analysts recognize Aruba's leadership in the industry?

- A. Gartner awarded Aruba the number two spot in five out of six use cases in its 2018 Critical Capabilities for Wired and Wireless LAN Access Infrastructure report.
- B. Industry analyst CRN recognizes Aruba primarily for its wireless expertise.
- C. Industry analysts have praised Aruba for its multiple wired and wireless architectures.
- D. Gartner has given Aruba the title of market leader in the wireless or wired and wireless LAN Access Magic Quadrant for more than 12 years in a row.

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**Answer: A**

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**Question: 7**

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Which challenge does the increase of digital learning environments present to primary schools?

- A. Schools are not deploying enough wired and wireless IoT devices for the digital learning environments to succeed.
- B. Schools often have too large of an IT department, which can result in a network that is too mismanaged and siloed to meet performance requirements.
- C. Schools lack the budget to obtain a reliable wired and wireless network that can handle the increase in devices and connectivity needs.
- D. Schools have focused primarily on cloud solutions for the past decade, so switching back to an on-prem infrastructure seems daunting.

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**Answer: C**

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**Question: 8**

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What is one advantage of the experience-driven approach to management?

- A. It focuses on meeting business initiatives by improving performance, reliability, and secure network access.
- B. It relies on on-prem management exclusively so customers can avoid the security vulnerabilities of cloud.
- C. It relies on traditional tools that most IT admins are familiar with, such as the CLI, SNMP, and logs.
- D. It focuses on break-fix tools, so that IT spends its time keeping the lights on.

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**Answer: A**

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