HP

HPE2-W07
Selling Aruba Products and Solutions

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Question: 1

A customer asks what you mean when you say that Aruba Zero Trust Security provides "context-based" access policies. What should you explain?

A. The solution can give different access rights to the same user based on additional factors, such as device type, time, and location.
B. The wizard for creating access policies shows different views based on whether a business user or technical user is creating the policy.
C. The access policies are customized through a CLl, which creates a different CU "context" per custom access control policy.
D. The solution's access control capabilities depend on the ClearPass Policy Manager licensing level that the customer chooses.

Answer: A

Explanation:
According to Aruba's website1, Zero Trust Security provides "context-based" access policies because it can identify and profile users and devices on the network, and define roles and assign granular rolebased policies to them2. This means that the solution can give different access rights to the same user based on additional factors, such as device type, time, and location3.
https://www.arubanetworks.com/solutions/zero-trust-security/

Question: 2

What is one business benefit that Aruba Al insights helps customers to achieve?

A. Providing location services to improve the user experience
B. Reducing help desk tickets and time spent on troubleshooting issues that can hamper a business
C. Automatically profiling loT devices for better inventory
D. Enabling BYOD with a self-service portal for device provisioning

Answer: B

Explanation:
According to Aruba's website1, AI insights is a feature of Aruba AIOps, which is a solution that integrates artificial intelligence with recommended and automated actions to provide fast response and proactive prediction and prevention of network issues2. One business benefit that Aruba AI insights helps customers to achieve is reducing help desk tickets and time spent on troubleshooting issues that can hamper a business2.
https://www.arubanetworks.com/techdocs/central/2.5.3/content/insights/overview.htm

Question: 3

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

A. The public cloud
B. On-prem data centers
C. Co-located data centers
D. The edge

Answer: D

Explanation:
According to Statista1, the total amount of data created, captured, copied, and consumed globally is forecast to increase rapidly, reaching 64.2 zettabytes in 2020 and more than 180 zettabytes in 20252. However, this does not tell us where the majority of data will be generated by 2022.
According to IDC3, a leading market research firm, the majority of data will be generated at the edge by 2022. The edge refers to the devices and locations that are closest to the data sources and users, such as sensors, cameras, smartphones, laptops, etc. IDC predicts that by 2026, more than half of all data will be created and processed outside centralized cloud data centers3.

Question: 4

Which two key opportunities does Aruba recommend that you pursue to sell Aruba Unified Infrastructure in the campus?

A. 25GDE campus edge upgrades and 100GbE core upgrades
B. WI-FI 6 upgrades and transitions to Aruba ESP (Edge Services Platform)
C. Security overhauls and software-defined networking (SON) deployments
D. Firewall integrations and OWE deployments

Answer: B

Explanation:
According to Aruba's Unified Infrastructure Solution Overview document3, two key opportunities that Aruba recommends that you pursue to sell Aruba Unified Infrastructure in the campus are:
WI-FI 6 upgrades: WI-FI 6 is the latest wireless standard that delivers faster speeds, higher capacity, lower latency, and better power efficiency. It also supports more devices and applications on the same network. Aruba offers a range of WI-FI 6 access points and switches that can help customers upgrade their wireless infrastructure and improve user experience.
Transitions to Aruba ESP: Aruba ESP is a platform that enables unified infrastructure management, AIpowered insights and automation, security and compliance assurance, and flexible deployment options.
It can help customers simplify their network operations, optimize their performance and reliability,

enhance their security posture, and reduce their costs.

Question: 5

What is a business benefit of Aruba Unified Infrastructure?

A. It enables customers to converge management of data center servers, storage, and networking within Aruba Central.
B. It enables customers to apply the benefits of AlOps ana Zero Trust Security across wired, wireless, WAN. and 5G networks.
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 create a wired and wireless network that is inherently trustworthy regardless of what devices connect to it.

Answer: B

Explanation:
According to Aruba's website1, Aruba Unified Infrastructure is a solution that provides a single architecture from edge-to-cloud, eliminating network constraints with seamless integration across wired, wireless, WAN, and VPN infrastructures2. It is a key part of Aruba ESP (Edge Services Platform), which is a cloud-native platform that offers improved efficiency, orchestration, and automation for network operations2.
One business benefit of Aruba Unified Infrastructure is that it enables customers to apply the benefits of AIOps and Zero Trust Security across wired, wireless, WAN, and 5G networks3. AIOps is a solution that integrates artificial intelligence with recommended and automated actions to provide fast response and proactive prediction and prevention of network issues4. Zero Trust Security is a framework that verifies every device and user before granting access to network resources, minimizing the risk of breaches and data loss5.

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