

IT 认证电子书



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Exam : **HPE2-W07**

Title : **Selling Aruba Products and
Solutions**

Version : **DEMO**

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

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

Answer: C

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

- A. Preference for in-house network management
- B. Preference for relatively long network refresh intervals
- C. Preference for cloud apps and an operating expenditure model for IT funding
- D. Preference for commodity hardware

Answer: C

3.Your customer has four different architectures from Cisco and other vendors for their wired, wireless, and SD-WAN infrastructure.

How should you explain the benefits of moving to a unified infrastructure with Aruba ESP?

- A. Aruba Central offers a single pane of glass across wired, wireless, and SD-WAN.
- B. Aruba switches, APs, and WAN devices have internal management consoles so the customer does not need to purchase any additional management tools.
- C. Aruba dynamic segmentation unifies policy across Cisco switches and Aruba wireless devices.
- D. Aruba's dual architectures reduce the number of infrastructure devices needed for wired and wireless connectivity, which saves operating costs.

Answer: D

4.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

Answer: B

5.Which simple process do customers use to deploy Aruba Instant On APs?

- A. They connect the APs to the Internet, and the APs automatically download their config from AirWave.
- B. They connect the APs to the Internet, and the APs automatically download their config from Central.
- C. They follow the steps in the easy-to-use wizard in the Instant On mobile app.
- D. They activate the APs from the CLI of the Aruba Instant On switch to which the APs connect.

Answer: D