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Question 1

Question Type: MultipleChoice

Which customer need does HPE Aruba Networking EdgeConnect Mobile address?

Options:

- A- Enabling users to run demanding video conferencing applications over wireless connections at the corporate main office
- B- Enabling employees to connect to the corporate network from mobile devices and work from anywhere, including public locations
- C- Enabling secure connectivity between small branches and both the Internet and the corporate data center
- D- Enabling Zero Trust Security for wireless users accessing cloud applications from mid-sized branches

Answer:

B

Explanation:

HPE Aruba Networking EdgeConnect Mobile is a secure SD-WAN solution that extends the benefits of HPE Aruba Networking EdgeConnect to mobile users and devices. It enables employees to connect to the corporate network from their smartphones, tablets, or laptops, and work from anywhere, including public locations such as airports, hotels, or coffee shops¹. It also provides consistent

security, performance, and quality of experience for cloud and SaaS applications2.

Question 2

Question Type: MultipleChoice

Which approach does HPE Aruba Networking ESP (Edge Services Platform) take toward network management?

Options:

- A-** Providing many separate management tools, each specialized for a different customer requirement.
- B-** Avoiding integration with third-party solutions so that customers receive a simpler, edge-to-edge solution.
- C-** Prioritizing on-prem management, as it is the only way for customers to manage their network assets securely.
- D-** Providing a unified platform from which the customer can manage all wired and wireless devices across multiple sites.

Answer:

D

Explanation:

HPE Aruba Networking ESP (Edge Services Platform) is a cloud-native architecture that unifies infrastructure, security, policies, and AI-powered management across all your edges¹. It enables customers to manage their network assets securely and efficiently from a single dashboard, whether they are on-premises, in the cloud, or at the edge². It also integrates with third-party solutions to provide a comprehensive and flexible network management solution³.

Question 3

Question Type: MultipleChoice

A customer states, " We've recently deployed a lot of "smart" wireless devices for building automation, and our current network isn't reliable enough for them." What should you conclude?

Options:

- A-** You might have a good opportunity to sell HPE Aruba Networking Wi-Fi 6 or 6E and Aruba Central solutions to this customer.
- B-** You should advise this customer to wait until Wi-Fi 7 is released to upgrade their network.
- C-** You might have a good opportunity to sell HPE Aruba Networking Central to this customer, but probably not HPE Aruba Networking APs or switches.

D- You should advise this customer to move the 'smart' devices to Ethernet connections and deploy HPE Aruba Networking switches.

Answer:

A

Explanation:

HPE Aruba Networking Wi-Fi 6 or 6E solutions are designed to provide fast, reliable, and secure wireless connectivity for smart devices and IoT applications. They support high-density environments, multi-gigabit speeds, and advanced features such as OFDMA and TWT¹². HPE Aruba Networking Central is a cloud-based network management platform that simplifies and automates the deployment, configuration, and monitoring of wireless, wired, and SD-WAN networks³. It also provides AI-powered insights, automation, and security for the entire network³.

Question 4

Question Type: MultipleChoice

What is one way you can differentiate HPE Aruba Networking AIOps from the competition?

Options:

- A- HPE Aruba Networking is the only vendor that has more than 5 years of proven domain expertise creating machine learning models.
- B- HPE Aruba Networking is the only vendor that applies AIOps to SD-Branch solutions.
- C- HPE Aruba Networking AIOps accesses an extensive telemetry data lake to provide IT staff with useful insights to act upon.
- D- HPE Aruba Networking AIOps is based on open standards, rather than proprietary technology.

Answer:

C

Explanation:

HPE Aruba Networking AIOps is a cloud-based solution that leverages artificial intelligence and machine learning to provide insights, automation, and security for wired, wireless, and SD-WAN networks¹. One way you can differentiate it from the competition is by highlighting its access to an extensive telemetry data lake, which collects and analyzes data from millions of devices and hundreds of thousands of networks around the world². This enables HPE Aruba Networking AIOps to provide IT staff with useful insights, such as network performance optimization, device classification, user experience monitoring, and proactive remediation³.

Question 5

Question Type: MultipleChoice

You think a customer might be a good candidate for HPE Aruba Networking EdgeConnect. You are having a conversation with two network admins, who are key technical influencers. What is one good topic to discuss with these customers, based on their persona?

Options:

- A- Why on-prem security solutions are superior to cloud-delivered security.
- B- The customer's disaster recovery plan in case of widespread natural disaster.
- C- How much time they spend getting branch sites set up and troubleshooting issues.
- D- Why MPLS is a superior technology as compared to other WAN technologies.

Answer:

C

Explanation:

HPE Aruba Networking EdgeConnect is a secure SD-WAN solution that simplifies and accelerates the deployment and management of branch networks. It enables network admins to centrally orchestrate business policies, automate provisioning, and monitor network performance and security from a single dashboard¹. It also reduces the time and cost of troubleshooting issues by using AI-powered insights and recommendations². A good topic to discuss with network admins is how HPE Aruba Networking EdgeConnect can help them save time and resources, and improve their productivity and efficiency.

Question 6

Question Type: MultipleChoice

What is one way that HPE Aruba Networking ESP (Edge Services Platform) helps customers reduce operational costs?

Options:

- A-** Customers can use HPE Aruba Networking NetEdit to manage multiple wired and wireless devices from a single console.
- B-** HPE Aruba Networking ESP offloads all network management to common third-party solutions that customers likely already use.
- C-** AI embedded in HPE Aruba Networking Central helps IT to troubleshoot more quickly and solve issues before they cause larger problems
- D-** HPE Aruba Networking ESP solutions are plug-and-play and do not require any ongoing management.

Answer:

C

Explanation:

HPE Aruba Networking ESP is a cloud-native platform that unifies infrastructure, security, policies, and AI-powered management across all your edges¹. One of the ways that it helps customers reduce operational costs is by embedding AI in HPE Aruba Networking Central, which is a cloud-based network management solution. HPE Aruba Networking Central with AIOps uses data-driven analytics, root cause analysis, and proactive remediation to help IT troubleshoot issues faster, optimize network performance, and improve user experience²³.

Question 7

Question Type: MultipleChoice

You suspect that the HPE Aruba Networking network management solution might resonate with a customer. What is one good way to open the conversation?

Options:

- A-** Access an Aruba AP Web UI and demonstrate configuring a wireless LAN (WLAN).
- B-** Assess how well the customer understands the wireless technologies currently in use.
- C-** Point out the differences between HPE Aruba's, Cisco's, and Juniper's management approach one by one.
- D-** Ask about how much visibility the customer currently has into the network.

Answer:

D

Explanation:

HPE Aruba Networking network management solution is a cloud-based platform that provides AI-powered insights, automation, and security for wired, wireless, and SD-WAN networks¹. A good way to open the conversation is to ask the customer about their current network visibility, such as how they monitor network performance, troubleshoot issues, and optimize user experience. This can help to identify their pain points and show how HPE Aruba Networking network management solution can address them.

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