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Q&A

Exam : **HPE2-W07**

Title : Selling Aruba Products and Solutions

Version : DEMO

1.For which customer are HPE Office Connect OC20 APs the right solution?

A. a university that needs to provide home wireless services and VPN access for faculty

B. a medium business with 570 employees that needs a simple cloud-managed wireless solution

C. a small business with 46 employees and the need for simple plug-and-play Wi-Fi

D. a retailer that needs to support a large number of small branch sites

Answer: C

2.What is one reason you should recommend the Aruba 2930F rather than the Aruba 2540 at the access layer?

A. The customer needs static routing at the access layer, and the Aruba 2540 does not support any routing.

B. The customer needs Power over Ethernet (PoE+), and the Aruba 2540 does not support this feature.

C. The customer wants Smart Rate Ports, and the Aruba 2930F offers this feature.

D. The customer prioritizes scalability, and the Aruba 2930F supports Virtual Switching Framework (VSF).

Answer: D

3.Which statement indicates that a customer could be a good fit for an Aruba location-based solution?

A. "Our apps are a big part of our businesses, but our production rate is starting to slow down as we hire new developers that just are not familiar with our development tools."

B. "We are a large business with lots of remote offices. We need to ensure all the network services that we provide in our main campus are available in these other locations as well."

C. "We have many different branch sites, and we need an easier way to apply consistent and appropriate security policies to employees and users at every location across our network."

D. "We often launch marketing campaigns in different areas of our stores, but we don't have a way to determine how successful these promotions are and if they draw in customers."

Answer: D

4.Which benefit does an HPEFS Accelerated Migration service provide tor a customer?

A. It provides workshops and consulting services, helping customers to understand how to use new technologies strategically.

B. It enables the customer to obtain additional value from legacy infrastructure that is ready to be retired.

C. It enables the customer to offload networking management to Aruba experts in a Network Operations Center (NOC).

D. It provides deployment and installation services for new solutions, lowering risks for customers.

Answer: C

5.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.

Answer: A

Answer: A