

## Verified HPE2-W11 Dumps Q&As - HPE2-W11 Test Engine with Correct Answers [Q12-Q27]



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HP HPE2-W11 exam is intended for sales professionals who are responsible for selling Aruba networking solutions to customers. HPE2-W11 exam measures the candidate's ability to identify customer needs, recommend the appropriate Aruba networking solutions, and close the sale. Candidates who pass the exam will be able to demonstrate their expertise in Aruba networking solutions and will be able to differentiate themselves from other sales professionals in the industry. HPE2-W11 exam is a valuable credential for anyone who is interested in pursuing a career in sales or marketing of Aruba networking solutions.

### QUESTION 12

What is one distinguishing benefit of HPE Aruba Networking Fabric Composer?

- \* It simplifies the deployment of HPE Aruba Networking APs at branch sites.
- \* It establishes an easily automated, software-defined network.
- \* It automatically establishes secure connections between branch offices and the main office.

- \* It unifies the management of HPE Aruba Networking APs and switches.

Explanation

HPE Aruba Networking Fabric Composer is an intelligent, API-based, software-defined networking (SDN) orchestration solution that simplifies and accelerates leaf-spine network provisioning and day-to-day operations across rack-scale compute and storage<sup>1</sup>. It enables IT staff to manage a discrete set of switches as a single networking fabric, and to automate workflows and integrate with third-party frameworks<sup>2</sup>.

References: 1: Aruba Fabric Composer | HPE Aruba Networking<sup>2</sup>: Introducing Aruba Fabric Composer | Atmosphere 2021

### QUESTION 13

You are discussing HPE Aruba Networking ESP (Edge Services Platform) solutions with a customer. This customer has mentioned supporting remote and hybrid workers as a key business initiative. What benefit of HPE Aruba Networking solutions should you emphasize?

- \* Remote employees can log into HPE Aruba Networking Central to access the centralized services and applications they need.
- \* These solutions offer a completely separate, dedicated mobility architecture for remote offices versus campuses.
- \* Remote employees can use HPE Aruba Networking Central to easily troubleshoot any issues on their own without IT support.
- \* These solutions make it simpler for customers to apply consistent, role-based policies no matter where users connect.

Explanation

HPE Aruba Networking ESP (Edge Services Platform) solutions enable customers to deliver a consistent and secure network experience to remote and hybrid workers, regardless of their location or device. By using HPE Aruba Networking Central, customers can define and enforce granular, role-based policies that are automatically applied across the network, from the edge to the cloud. This simplifies network management and enhances security and compliance.

References:

\*Selling HPE Aruba Networking Solutions, Rev.23.11, page 12: Aruba ESP enables IT to deliver a consistent and secure network experience to remote and hybrid workers, regardless of their location or device.

\*Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: Aruba Central is the cloud-native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services.

\*Selling HPE Aruba Networking Solutions, Rev.23.11, page 14: Aruba Policy Enforcement Firewall (PEF) is a key component of Aruba ESP that provides granular, role-based access control and security for wired and wireless networks. PEF enables IT to define and enforce policies based on user identity, device type, location, time, and application, across the network from the edge to the cloud.

### QUESTION 14

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

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

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 networks<sup>1</sup>. 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 world<sup>2</sup>. 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 remediation<sup>3</sup>.

References: 1: Management and Operations | HPE Aruba Networking<sup>2</sup>: The Aruba AIOps Advantage | HPE Aruba Networking<sup>3</sup>: AIOps Solution Overview | HPE Aruba Networking

## QUESTION 15

You suspect that the HPE Aruba Networking network management solution might resonate with a customer.

What is one good way to open the conversation?

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

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 networks<sup>1</sup>. 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.

References: 1: Management and Operations | HPE Aruba Networking

## QUESTION 16

What approach does Aruba Edge Service Platform (ESP) take towards IT operations?

- \* It applies machine learning to large data sets to identify issues and recommend fixes or optimizations automatically.
- \* It simplifies management by taking a one-size-fits all approach in which most settings are non-customizable.
- \* It relies on expert IT admins who work in specialized teams to manage their segment of the Aruba network.
- \* It uses a distributed analytics approach in which operators gain visibility into local issues.

Explanation

Aruba ESP (Edge Services Platform) is a cloud-native platform that leverages artificial intelligence for IT operations (AIOps) to simplify and improve network operations across all edges. It uses machine learning to analyze data from various sources, such as network devices, users, applications, and security events, to provide insights, recommendations, and automation for network optimization and troubleshooting.

References:

\*Selling HPE Aruba Networking Solutions, Rev.23.11, page 15: Aruba Central with AIOps provides AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications.

\*Introducing Aruba ESP: Aruba ESP (Edge Services Platform) is the industry's first cloud-native platform designed

to automate, unify, and secure the Edge; using AI to spot and fix problems before they impact your business.

\*What is Aruba Edge Services Platform (ESP)?; Comport:; How Does Aruba ESP Work? Aruba ESP has the capability to analyze unstructured data that users, devices and applications provide across all of a network's domains. This data is then used to curate contextual information about identity, location, applications in use and security posture to become hyper-aware of a network's operations.

### QUESTION 17

A customer's employees need to connect to the corporate network from their own home offices. IT finds it difficult to support these employees and get them connected securely. What HPE Aruba Networking solution should you recommend?

- \* HPE Aruba Networking EdgeConnect Enterprise
- \* HPE Aruba Networking EdgeConnect MicroBranch
- \* HPE Aruba Networking Fabric Composer
- \* HPE Aruba Networking CX switches

Explanation

HPE Aruba Networking EdgeConnect MicroBranch is a secure SD-WAN solution that extends the benefits of HPE Aruba Networking EdgeConnect to home offices and small offices. It enables employees to connect to the corporate network from their own devices, and provides consistent security, performance, and quality of experience for cloud and SaaS applications<sup>1</sup>. It also simplifies and automates the deployment and management of home office networks, and integrates with HPE Aruba Networking Central for cloud-based visibility and control<sup>2</sup>.

References: 1: Aruba EdgeConnect MicroBranch | HPE Aruba Networking<sup>2</sup>: Aruba Central for Work From Home Initiatives At-a-Glance

### QUESTION 18

How does selling HPE GreenLake for Aruba solutions benefit Channel selling partners?

- \* They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.
- \* They can sell HPE Aruba Networking ESP solutions not available as traditional purchases.
- \* They can convert their existing customers to lease agreements to extend the customer engagement.
- \* They can add another source of income by increasing their annual recurring revenue.

Explanation

HPE GreenLake for Aruba is a network-as-a-service (NaaS) solution that enables customers to consume HPE Aruba Networking solutions as a service with HPE GreenLake for Networking. It provides customers with the flexibility, scalability, and security of a cloud-like experience, while reducing capital expenditures and operational costs<sup>1</sup>. For channel selling partners, HPE GreenLake for Aruba benefits them by providing them with a new source of income by increasing their annual recurring revenue, as well as unlocking new revenue and margin opportunities by offering value-added services to their customers<sup>2,3</sup>.

References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking<sup>2</sup>: HPE GreenLake for Aruba partner benefits<sup>3</sup>: Hewlett Packard Enterprise introduces channel programs and new HPE GreenLake cloud services to help partners deliver the cloud experience everywhere

### QUESTION 19

What is a use case for HPE Aruba Networking Central with AIOps?

- \* Simplifying the architecture of a data center attached to the campus.
- \* Finding network connectivity and performance issues before they impact business-critical apps.

- \* Upgrading the network more frequently by leasing, rather than purchasing, infrastructure devices.
- \* Enhancing the deployment of IoT devices by delivering an analytics platform at the edge.

#### Explanation

HPE Aruba Networking Central with AIOps is a cloud-native network management solution that leverages artificial intelligence to provide full-stack insights for enhanced root cause analysis, impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications.

#### References:

\*Selling HPE Aruba Networking Solutions, Rev.23.11, page 13: Aruba Central is the cloud-native, single pane of glass for managing Aruba ESP. It provides a simple, secure, and cost-effective way to manage and monitor Aruba wired, wireless, and SD-WAN infrastructure, as well as Aruba security and location services.

\*Selling HPE Aruba Networking Solutions, Rev.23.11, page 15: Aruba Central with AIOps provides AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment, and recommendations. It helps IT teams simplify network operations and improve productivity by reducing manual tasks and proactively identifying and resolving network issues before they affect users and business applications.

\*HPE Aruba Networking simplifies IT operations with AIOps-driven cloud management and new network-as-a-service capabilities available on HPE GreenLake: To alleviate time spent on network troubleshooting and optimization, the HPE Aruba Networking Central cloud network management platform has been re-designed to simplify operations and improve productivity by leveraging artificial intelligence for IT operations (AIOps) to reduce manual tasks, so stretched networking teams can focus on more strategic and higher-value projects.

\*HPE Aruba network platforms gain AIOps, Agile NaaS: The next generation of HPE Aruba Networking Central will leverage artificial intelligence for IT operations (AIOps), providing AI-powered full-stack insights for enhanced root cause analysis (RCA), impact assessment and recommendations.

#### QUESTION 20

You want to determine if a business decision-maker might be interested in HPE Aruba Networking Central with AIOps. What is a good topic to discuss?

- \* The security benefits of applying intelligent access policies that follow users and devices
- \* The cost to the business when network issues interfere with user productivity
- \* The benefits of better aligning the data center IT operations team with the development team
- \* The difference between machine learning and other forms of artificial intelligence (AI)

#### QUESTION 21

Which customer requirement would HPE Aruba Networking Central with AIOps address?

- \* The customer needs to implement role-based security across the wired and wireless networks.
- \* The customer wants to develop sophisticated maps for location-based services.
- \* The customer's IT team is understaffed or underqualified to troubleshoot and optimize the network.
- \* The customer wants to allow users to access applications remotely.

#### Explanation

HPE Aruba Networking Central with AIOps is a cloud-based networking solution that empowers IT with AI-powered insights, intuitive visualizations, workflow automation, and edge-to-cloud security to manage campus, branch, remote, data center, and IoT

networks from one dashboard<sup>1</sup>. It can address the customer requirement of having an efficient and effective IT team by simplifying network operations, reducing manual tasks, providing proactive remediation, and optimizing network performance<sup>2</sup>.

References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking<sup>2</sup>: AIOps for IT efficiency | HPE Aruba Networking

## QUESTION 22

You want to determine if a business decision-maker might be interested in HPE Aruba Networking Central with AIOps. What is a good topic to discuss?

- \* The cost to the business when network issues interfere with user productivity
- \* The benefits of better aligning the data center IT operations team with the development team
- \* The security benefits of applying intelligent access policies that follow users and devices
- \* The difference between machine learning and other forms of artificial intelligence (AI)

Explanation

HPE Aruba Networking Central with AIOps is a cloud-native network management platform that leverages artificial intelligence to provide insights, automation, and security for wired, wireless, and SD-WAN networks<sup>1</sup>. A good topic to discuss with a business decision-maker is how HPE Aruba Networking Central with AIOps can help reduce the cost of network downtime, improve user experience, and optimize network performance<sup>2</sup>.

References: 1: HPE Aruba Central | HPE Aruba Networking<sup>2</sup>: AIOps for IT efficiency | HPE Aruba Networking

## QUESTION 23

What is one feature that sets HPE Aruba Networking location-based services apart from the competition?

- \* HPE Aruba Networking offers developers access to a GitHub with example scripts for automating the placement of APs on local maps.
- \* The latest HPE Aruba Networking APs can locate themselves with GPS and help automate the placement of APs on maps.
- \* The latest HPE Aruba Networking switches provide location-based services so customers can unify wired and wireless services.
- \* HPE Aruba Networking offers specialized devices for delivering location-based services, rather than using APs.

Explanation

HPE Aruba Networking location-based services provide geographic context for applications such as wayfinding, asset tracking, and marketing campaigns. One of the features that sets them apart from the competition is that the latest HPE Aruba Networking APs can automatically locate themselves using GPS and help automate the placement of APs on maps, eliminating the need for costly and error-prone manual surveys<sup>1,2</sup>.

References: 1: Location Services | Meridian, Tags & Beacons | HPE Aruba Networking<sup>2</sup>: Bring the ease and accuracy of GPS to indoor location services

## QUESTION 24

What is one of the advantages of selling HPE GreenLake for Aruba NaaS Service Packs?

- \* They are the only HPE GreenLake for Aruba solutions that include Customer Experience Management at no extra cost.
- \* They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
- \* They simplify the process of designing and selling network-as-a-service solutions to customers.
- \* They enable you to customize network as-a-service solutions as needed to meet customer requirements.

Explanation

HPE GreenLake for Aruba NaaS Service Packs are pre-defined bundles of HPE Aruba Networking solutions that can be consumed as a service with HPE GreenLake for Networking. They simplify the process of designing and selling network-as-a-service solutions to customers by providing a standardized and easy-to-quote solution for common use cases, such as hybrid work, connected retail, and hybrid learning<sup>12</sup>.

References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking | HPE Aruba Networking<sup>2</sup>: HPE GreenLake for Aruba networking &#8211; NaaS Service Packs &#8211; PSNow

HP HPE2-W11 is a certification exam that validates the skills and knowledge of individuals in selling HPE Aruba networking solutions. HPE2-W11 exam is designed for sales professionals who want to demonstrate their expertise in selling HPE Aruba networking solutions to customers. Selling HPE Aruba Networking Solutions certification exam covers a broad spectrum of topics, including designing and selling wired and wireless solutions, identifying customer needs, and demonstrating the value of HPE Aruba networking solutions.

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