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QUESTION 1

What should companies do in response to changes in how data is generated?

- A. Disconnect the edge from the cloud to protect sensitive data from unauthorized access
- B. Establish flexible channels that move the vast amounts of data generated in the cloud and data center to the edge.
- C. Create an edge-to-cloud architecture that supports processing data at the edge.
- D. Create powerful networks that backhaul all data generated at the edge to the data center.

Correct Answer: B

QUESTION 2

You are proposing Aruba Wi-Fi 6 APs as part of an Aruba ESP solution. The customer says, "Many vendors offer Wi-Fi 6. What makes Aruba different?" How can you explain that Aruba Air Slice distinguishes Aruba's Wi-Fi 6 solutions?

- A. Air Slice disconnects non-Wi-Fi 6 clients from the network to prevent them from slowing down the entire network.
- B. Air Slice uses signature-based scanning to detect compromised wireless devices and places them in quarantine
- C. Air Slice provides rate- and application-based quality of service (QoS) that improves users' experience on the network.
- D. Air Slice enhances security for all wireless clients, particularly IoT ones, by implementing micro-segmentation.

Correct Answer: D

QUESTION 3

You need to qualify a customer for an Aruba wireless solution.

What is one question that you should ask to start qualifying the customer?

- A. What types of applications and workloads are experiencing issues?
- B. Are you ready to drop your wired network and go all wireless?
- C. How much budget do you have allocated for IoT and other initiatives?
- D. How much in-house expertise do you have in 802.11ac and 802.11ax solutions?

Correct Answer: A

QUESTION 4

What is a key Aruba SD-Branch differentiator against many competitors?

- A. Aruba offers the only branch solution that is targeted specifically for small businesses
- B. Aruba SD-Branch offers all of the benefits of Aruba ESP (Edge Services Platform) in the branch.
- C. Aruba SD-Branch is a highly specialized solution that is focused exclusively on WAN connectivity and optimization
- D. Aruba has the largest market presence for SD-WAN and is the only Leader recognized by Gartner.

Correct Answer: C

QUESTION 5

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 (SDN) deployments
- D. Firewall integrations and OWE deployments

Correct Answer: A

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