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QUESTION 1

You have proposed Aruba 8400 switches as core switches for a customer. The customer is very concerned about the network always being on and has indicated that no maintenance window is permitted even for a core switch software upgrade. What feature of this switch should you explain?

A. Backplane stacking

B. Network Analytics Engine (NAE)

C. Virtual Switching Extension (VSX)

D. ArubaOS-CX Python-based APIs

Correct Answer: C

QUESTION 2

What is one challenge for business that adopts cloud solutions?

A. Cloud is less reliable than on-premises infrastructure because data is stored in a central location.

B. Cloud increases security vulnerabilities, with employees accessing resources off- premises and using shadow IT.

C. Customers must increase their IT management resources because cloud adds complexity to the network infrastructure.

D. Customers must make a large capital investment when they initially adopt a public cloud solution.

Correct Answer: B

QUESTION 3

What correctly describes the addressable market for SD-WAN and the opportunity that it presents?

A. While the SD-WAN market experienced rapid growth over the past 5 years, the market is now slowing down and experiencing a small reduction in growth.

B. While the SD-WAN market is much smaller than the campus switching and WLAN market in absolute value, the SD-WAN market is growing more rapidly.

C. The SD-WAN market is experiencing slow growth at rates comparable to the campus and switching market as a whole, and it should peak in the next 5 years.

D. The SD-WAN market is experiencing very rapid growth and will overtake the campus switching and WLAN markets in absolute value within the next 2 years.

Correct Answer: A

QUESTION 4

What is one key differentiating feature of Aruba ClearPass as compared to competitors such as Cisco?

A. ClearPass Policy Manager adjusts access permissions based on circumstances of the user and the device for both pre-admission and attack response.

B. ClearPass provides better visibility into application performance and user connectivity health than competitors.

C. ClearPass focuses on fully supporting Aruba devices rather than attempting to provide multi-vendor support.

D. ClearPass delivers both signature-based and anomaly-based detection of security threats instead of just signature-based.

Correct Answer: A

QUESTION 5

What is one way Aruba solutions help customers overcome visibility challenges m the data center?

A. Aruba CX Network Analytics Engine (NAE) provides continuous monitoring and alerts that help IT quickly discover issues and their root causes.

B. Aruba ClearPass Device insight helps customers map applications\\' how across both virtual and physical networks.

C. Aruba NetEdit gives customers visibility into the data center network from virtual machines (VMs) all the way across virtual and physical networks.

D. Aruba User Experience insight (UXI) helps IT to determine why data center applications are not performing as well as they should be.

Correct Answer: A

QUESTION 6

How do Aruba IntroSpect and Aruba ClearPass work together to increase value for customers?

A. ClearPass provides Guest Wi-Fi management, while IntroSpect offers the customizable portal which includes social logins.

B. IntroSpect provides centralized encryption that combines with deep packet inspection from the ClearPass firewall to provide trusted traffic.

C. ClearPass Sensors are placed in areas with high mobile wireless traffic. They send information to IntroSpect, which used machine learning analytics to analyze Wi-Fi performance and provide suggestions for how to improve performance.

D. IntroSpect detects anomalies and once an Entuty360 Risk Score reaches a certain level, it can send an alert to ClearPass, which can invoke a range of responses based on pre- defined.

Correct Answer: C

QUESTION 7

What is one benefit to you. as an Aruba Partner, of selling Aruba switches, as well as Aruba APs?

A. This approach will help you to stay focused on selling network Infrastructure hardware without being distracted by trying to attach software cross-sells or as-a-Service deals.

B. You can pursue more deals, as the wired total addressable market (TAM) is larger than the wireless one.

C. You can help the customer simplify the architecture and save money, as Aruba switches provide many of the same features as Aruba gateways.

D. This approach is the only way that you can pursue mobility opportunities for customers with Cisco switches, as Aruba APs are incompatible with Cisco switches.

Correct Answer: C

QUESTION 8

You have proposed an Aruba solution for a customer who needs a network upgrade. The customer wants to improve performance for and more quickly resolve issues with wireless applications such as Microsoft Skype for Business.

What is one Aruba solution that you should emphasize meets these requirements?

A. Aruba Mobility Controller (MC) with its RFProtect feature

B. Aruba AirWave with its UCC Analytics dashboard

C. Aruba ClearPass with its Voice User dashboard

D. Aruba Mobility Master (MM) with its Network Analytics Engine (NAE)

Correct Answer: B

QUESTION 9

You are discussing aruba ESP with an interested customer. However, the customer has some concerns about availability when using cloud-based network management. What should you explain?

A. Aruba has built in high availability in its cloud, which means customers can be confident that they will lose connection to it.

B. Unlike some competitors, if aruba network devices lose connectivity to the cloud, they will continue to provide the same connectivity to users.

C. Customer can receive all the benefits of the aruba ESTP by deploying Aruba airwave, an on-premises network monitoring and management solution

D. Features such as Air Pass and Smart Rate create a highly available wireless network that will protect the customer\\'s mission-critical applications.

Correct Answer: D

QUESTION 10

What is one challenge distributed enterprises face with traditional branch architecture?

A. A traditional branch architecture unifies security policies centrally, which frustrates local IT staff what do not understand the policies.

B. A traditional branch architecture does not support a WAN established over MPLS, which is the most cost-effective choice for most customers.

C. Traditional branches do not have enough separate hardware devices for customers to meet performance requirements.

D. In a traditional architecture, all branch traffic has to be routed through the datacenter to get the Internet or the cloud.

Correct Answer: D

QUESTION 11

What is a primary difference between Aruba 310 and Aruba 340 Series APs?

A. Aruba 340s support higher density deployments that Aruba 310s.

B. Aruba 340s support outdoor deployments, and Aruba 310s support indoor ones.

C. Aruba 340s support 802.11ac, and Aruba 310s support 802.11b/g/n only.

D. Aruba 340s support 802.11ax, and Aruba 310s support 802.11ac.

Correct Answer: A

QUESTION 12

For which scenario are Aruba Instant APs the recommended wireless solution?

A. a home office that needs a simple way to connect to a corporate office

B. a branch office that needs a simple deployment

C. an enterprise that needs automation and centralized management

D. an enterprise that needs bluetooth for location-based services

Correct Answer: B

QUESTION 13

You have proposed an Aruba wireless solution and Aruba AirWave to an event center. This event center wants to distinguish itself by offering a quality wireless experience, so it requires consistent, reliable, and high quality connectivity

throughout the venue.

In particular, the customer also needs insights into device and application performance.

Which additional solution should you recommend?

A. Aruba User and Entity Behavior Analytics

B. Aruba Central

C. Aruba User-centric Service Assurance

D. Aruba IntroSpect

Correct Answer: C

QUESTION 14

Where do analysts predict the majority of data will be generated by 2022?

A. The public cloud

B. On-prem data centers

C. Co-located data centers

D. The edge

Correct Answer: A

QUESTION 15

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).

Correct Answer: D

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