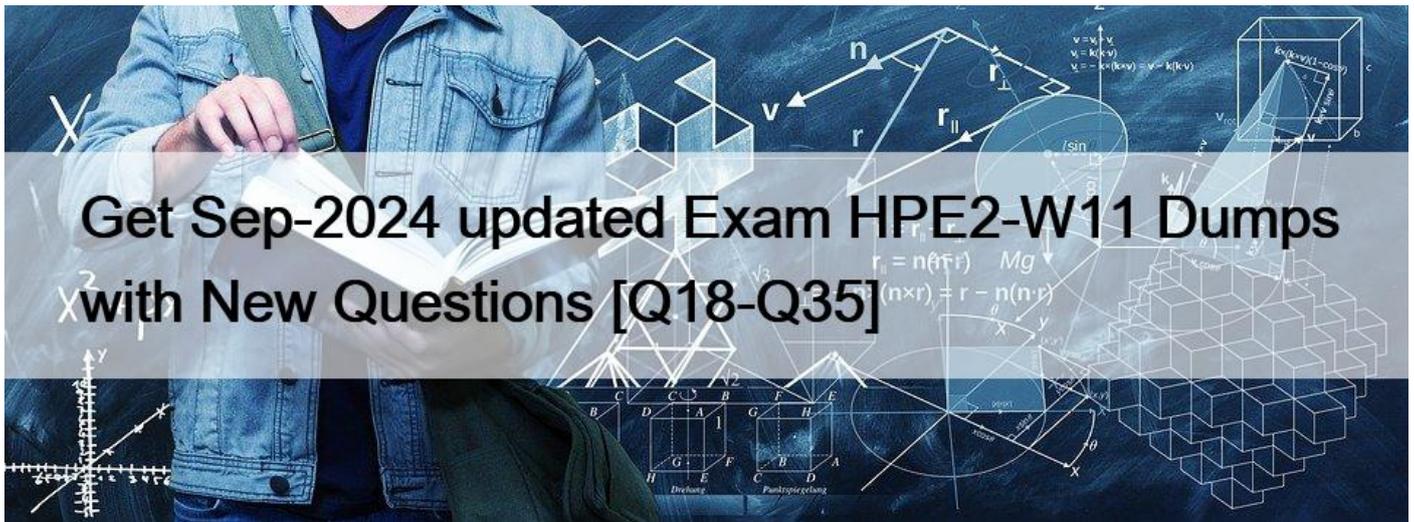


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Q18. You are meeting with a customer's Chief Information Security Officer (CISO) and want to open a discovery conversation about HPE Aruba Networking Edge-to-Cloud Security solutions. What is one topic you should discuss?

- * How dependent the organization is on video conferencing and other collaboration applications and whether the CISO understands how to patch those applications' vulnerabilities.
- * How dependent the organization is on manually defined security policies and what risks the organization runs if admins make errors in those policies.
- * Whether the CISO understands the encryption technologies that are improving security for modern wireless networks.
- * Whether the CISO understands the value of a single-vendor, end-to-end security solution and is ready to commit to a single vendor.

Explanation

HPE Aruba Networking Edge-to-Cloud Security solutions enable customers to automate and simplify network security operations and enhance Zero Trust protection across all network domains. By using HPE Aruba Networking Central NetConductor, customers can orchestrate and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect. This reduces the risk of human errors, misconfigurations, and security breaches that can result from manually defined and managed policies.

References:

*Selling HPE Aruba Networking Solutions, Rev.23.11, page 17: “Aruba Central NetConductor is a cloud-native network security service that automates and accelerates networking and policy orchestration across all network domains. It enables customers to define and enforce granular, role-based policies that are consistent and aligned with business intent, regardless of where users and devices connect.”

*Edge-to-cloud, Zero Trust, and SASE security | HPE Aruba Networking: “Aruba Central NetConductor automatically configures infrastructure to deliver optimal network performance while enforcing granular access control security policies that are

the foundation of Zero Trust and SASE architectures.”

*HPE Aruba Networking Central NetConductor: Automate and Accelerate Networking and Policy Orchestration: “Aruba Central NetConductor eliminates the need for manual configuration and management of network policies, which can be error-prone, time-consuming, and inconsistent across network domains. It also reduces the risk of security breaches and compliance violations that can result from misconfigurations and gaps in policy enforcement.”

Q19. 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 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.

References: 1: Management and Operations | HPE Aruba Networking²: The Aruba AIOps Advantage | HPE Aruba Networking³: AIOps Solution Overview | HPE Aruba Networking

Q20. An organization has adopted a hybrid work model and is concerned about security. Which distinguishing value of HPE Aruba Networking ESP should you emphasize?

- * HPE Aruba Networking ESP relays all user traffic through the HPE Aruba Networking cloud to filter and secure the traffic.
- * HPE Aruba Networking ESP makes it easy to enforce consistent role-based policies whether users connect from home, while traveling, or at an office.
- * HPE Aruba Networking ESP takes an Internet perimeter-focused approach to security, which is ideal for organizations with remote workers
- * HPE Aruba Networking ESP empowers admins to define manual security policies based on criteria such as switch port and SSID.

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 its distinguishing values is that it enables Zero Trust security, which applies consistent role-based policies to users and devices regardless of where they connect from². This ensures that only authorized and authenticated users and devices can access the network and its resources.

References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking²: A network that’s always protected, everywhere | HPE Aruba Networking

Q21. 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 surveys¹².

References: 1: Location Services | Meridian, Tags & Beacons | HPE Aruba Networking²: Bring the ease and accuracy of GPS to indoor location services

Q22. 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 dashboard¹. 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 performance².

References: 1: Aruba Central for Cloud-managed networking | HPE Aruba Networking²: AIOps for IT efficiency | HPE Aruba Networking

Q23. What is one way that HPE Aruba Networking ESP (Edge Services Platform) helps customers reduce operational costs?

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

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.

References: 1: Aruba ESP (Edge Services Platform) | HPE Aruba Networking²: AIOps for IT efficiency | HPE Aruba Networking³: Aruba Central for Cloud-managed networking | HPE Aruba Networking

Q24. 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)

Q25. 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 storage¹. 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 frameworks².

References: 1: [Aruba Fabric Composer | HPE Aruba Networking](#)2: [Introducing Aruba Fabric Composer | Atmosphere 2021](#)

Q26. 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 learning¹².

References: 1: [Network as a Service \(NaaS\) solutions from HPE Aruba Networking | HPE Aruba Networking](#)2: [HPE GreenLake for Aruba networking – NaaS Service Packs – PSNow](#)

Q27. 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?

- * You might have a good opportunity to sell HPE Aruba Networking Wi-Fi 6 or 6E and Aruba Central solutions to this customer.
- * You should advise this customer to wait until Wi-Fi 7 is released to upgrade their network.
- * You might have a good opportunity to sell HPE Aruba Networking Central to this customer, but probably not HPE Aruba Networking APs or switches.
- * You should advise this customer to move the “smart” devices to Ethernet connections and deploy HPE Aruba Networking switches.

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.

References: 1: [Network Switches for Enterprise | HPE Aruba Networking](#)2: [Technical guide to Wi-Fi 6E and the 6 GHz band – Aruba](#)3: [Aruba Central for Cloud-managed networking | HPE Aruba Networking](#)

Q28. Which characteristic indicates a good opportunity for an HPE GreenLake for Aruba solution?

- * Preferring to use network equipment beyond typical refresh cycles
- * Being focused on budget and price-per-unit
- * Preferring in-house support and maintenance

* Being under pressure to prove regulatory compliance

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 costs¹. One of the characteristics that indicates a good opportunity for this solution is being under pressure to prove regulatory compliance, as HPE GreenLake for Aruba helps customers meet compliance requirements such as SOC 2 Type 2, PCI DSS, HIPAA, and GDPR by providing secure and auditable network services^{2,3}.

References: 1: Network as a Service (NaaS) solutions from HPE Aruba Networking2: Fortifying the digital frontier with NaaS SOC 2 Type 2 certification3: HPE GreenLake for Aruba partner benefits

Q29. A senior IT manager tells you that she wants IT staff members to spend less time troubleshooting issues so they have more time to focus on new initiatives. How can HPE Aruba Networking ESP deliver the senior IT manager's desired outcome?

- * HPE Aruba User Experience Insight (UXI) helps IT to determine why data center applications are not performing as well as they should be.
- * HPE Aruba Networking Edge-to-Cloud solutions rely on AI to automate the onboarding of devices.
- * HPE Aruba Networking Central with AIOps accelerates IT troubleshooting by providing insights and recommendations that help remedy issues.
- * HPE Aruba Networking ClearPass monitors network devices' performance and automatically notifies IT admins of performance issues.

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 networks¹. It helps IT staff to spend less time troubleshooting issues by using data-driven analytics, root cause analysis, and proactive remediation². It also simplifies network troubleshooting with intuitive dashboards, action commands, and intelligent network insights^{3,4}.

References: 1: HPE Aruba Central | HPE Aruba Networking2: AIOps for IT efficiency | HPE Aruba Networking3: Simplifying Network Troubleshooting | HPE Aruba Networking4: Optimize CX switch performance using HPE Aruba Networking Central

Q30. 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.

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