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QUESTION 1

What are two of the most important values that IT executives consider when making purchasing decisions (Select two.)

A. They want to shift away from cloud solutions.

B. They want to efficiency to do more with fewer resources.

C. They want to segregate core functions in the data center so they can manage silos more efficiently.

D. They want trust in the network, knowing that it will ensure productivity and security.

E. They want to move to a CAPEX model to increase line-of-business budgets.

Correct Answer: BD

QUESTION 2

Which Aruba solution uses Bluetooth Low Energy to precisely track the location of mobile users through their mobile devices?

A. Aruba Asset Tags

B. Aruba APs in Air Monitor (AM) mode

C. Aruba Beacons

D. Aruba APs in Spectrum Monitor (SM) mode

Correct Answer: C

Reference: https://www.hostingadvice.com/blog/aruba-enhances-engagement-through-beacontechnology/

QUESTION 3

Which two markets combined represent the largest segment of the total addressable market for networking?

A. SD-WAN and network analytics

B. Cloud services and NAC

C. Campus switching and WLAN

D. WLAN and NAC

Correct Answer: D

Reference: https://www.idc.com/getdoc.jsp?containerId=prUS45115219

QUESTION 4

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 5

You have proposed an Aruba wireless solution to a hospital with very high availability requirements for the wireless network. Which feature of Aruba solutions should you explain provides seamless failover and live upgrades for mobility controllers?

A. live mobility tracking with Aruba Meridian

B. connectivity Health in AirWave or Central

C. clustering with ArubaOS 8.x and above

D. AirMatch and ClientMatch with Mobility Master (MM)

Correct Answer: C

QUESTION 6

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 7

Your customer emphasizes the need to simplify network operations.

What is one reason for recommending Aruba 5400R zl2 switches for the customer\\'s campus network?

A. Virtual Switching Framework (VSF) allows customers to combine 5400R switches into a single virtual switch which simplifies management tasks and provides more resilient connectivity.

B. Traditional stacking enables network administrators to manage up to 10 5400R switches from a single GUI.

C. Backplane stacking enables multiple 5400R switches to function as a single logical switch, using dedicated modules and stacking cables to integrate the switches.

D. Virtual Switching Extension (VSX) provides redundancy for management modules on the 5400R switches, with seamless failover.

Correct Answer: A

QUESTION 8

A customer needs a wired solution upgrade. Which characteristic indicates a good prospect for an Aruba switching solution?

A. The customer has found cloud applications to be too expensive and wants to limit their use.

B. The customer needs a wireless upgrade as well and wants better wired and wireless integration.

C. The customer considers cost the primary concern and is not worried about performance, security, or visibility.

D. The customer is a small business with about 60 employees and needs a simple, plug-and-play solution.

Correct Answer: B

QUESTION 9

You want to begin qualifying a customer for Aruba IntroSpect.

Which topic can you introduce to begin the conversation?

A. how much insight IT staff have into the root causes behind performance issues

B. whether the customer uses SEIM and is overwhelmed with alerts

C. whether the customer has detected rogue Aps in the environment

D. how the customer would like to define access policies for wireless users

Correct Answer: A

QUESTION 10

A small customer has a tight budget but needs 10 GbE uplinks.

Which HPE OfficeConnect switch should you suggest?

A. HPE OfficeConnect 1620 switch

B. HPE OfficeConnect 1820 switch

C. HPE OfficeConnect 1850 switch

D. HPE OfficeConnect 1405 switch

Correct Answer: C

QUESTION 11

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 12

You have already determined that a customer has a distributed enterprise. Which question will help qualify the customer for the Aruba SD-Branch solution?

A. Do you use a SIEM today, and is it satisfying your needs for scalability and attack detection?

B. Have you considered using MPLS to reduce costs?

C. How do you access cloud services, and what issues are you seeing with your current router?

D. Which branches experience the smallest and highest traffic loads?

Correct Answer: D

Reference: https://www.arubanetworks.com/solutions/sd-branch/

QUESTION 13

A small customer compares switches based on price, but also has some advanced needs. You want the customer to understand why HPE OfficeConnect 1950 switches are the best solution for the company.

How would you sell the value of the HPE OfficeConnect 1950 Switch to this customer?

A. This switch provides basic connectivity, plug-and-play simplicity, and security for an attractive price point.

B. This switch is optimized for small businesses that need high performance and advanced features such high-speed uplinks and stacking.

C. This switch is an unmanaged switch for remote offices that need entry-level features such high-speed uplinks and staking.

D. This switch provides plug-and-play deployment for customers who require up to 100 GbE uplinks and advanced features such as dynamic segmentation.

Correct Answer: B

Reference: https://buy.hpe.com/b2c/us/en/networking/switches/fixed-port-web-managed-ethernetswitches/1800-switch-products/hpe-officeconnect-1950-switch-series/p/7399488

QUESTION 14

What is one business benefit of Virtual Switching Extension (VSX)?

A. It helps to optimize ArubaOS switches to connect to servers in a highly virtualized data center environment.

B. It enables companies to extend services consistently across sites through the use of VPN tunnels between ArubaOS switches.

C. It enables companies to apply consistent policies on wireless users and wired users connected to ArubaOS switches.

D. It helps to reduce downtime for a network core of ArubaOS switches, while also providing a simple architecture.

Correct Answer: A

QUESTION 15

An SMB has ArubaOS switches and Aruba Instant APs. The company is growing and wants to simplify

deploying and managing the infrastructure devices.

What should you explain?

A. Aruba switches and APs can integrate with third-party SEIM solutions to simplify management.

B. Aruba AirWave is specifically designed as a management tool for SMB customers such as this.

C. Aruba Mobility Master (MM) can manage the Instant APs and simplify deployment.

D. Aruba Central provides simple cloud-based management and Zero Touch Provisioning (ZTP).

Correct Answer: D

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