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QUESTION 1

How does Aruba's unique history give an advantage to the company?

- A. Aruba's vision of building from the core out comes from the company's start as a switch and router manufacturer
- B. Born in the mobile, cloud, IoT era, Aruba can help customers build a secure, intelligent network from the edge in
- C. Aruba has made a number of key acquisitions that have enabled it to develop five separate architectures for customers
- D. Because Aruba began developing consumer-based products, its low-cost model for standalone wireless equipment makes it ideal for SMBs

Correct Answer: D

Reference: https://en.wikipedia.org/wiki/Aruba_Networks

QUESTION 2

You are meeting a new customer and think they might benefit from an Aruba mobile engagement strategy.

What is one question you can ask to help qualify the customer?

- A. "How many of your employees are working remotely on a regular basis?"
- B. "Do you think your employees would be happier if they didn't have to engage directly with customers?"
- C. "How could a mobile app help you find innovative ways to increase customer satisfaction scores?"
- D. "How much money are you willing to dedicate to transforming your mobile platform?"

Correct Answer: C

QUESTION 3

What is one key competitive advantage of Aruba AirWave over Cisco Prime?

- A. Aruba AirWave is cloud based, while Cisco Prime only offers on-premises management.
- B. Aruba AirWave integrates network access control, while Cisco Prime does not.
- C. Cisco Prime only supports Cisco, while Aruba AirWave offers multi-vendor support.
- D. Cisco Prime only offers single-server deployments, while Aruba offers larger deployments.

Correct Answer: C

QUESTION 4

How do Aruba solutions help higher education customers meet the growing demand for an always-on network that supports students' mobile lifestyles?

- A. Aruba security removes the need for network access controls and time-consuming onboarding processes by applying the same security policies to every user and device.
- B. With Aruba, administrators can establish certain locations as specialized zones where students can go to get the fastest bandwidth anywhere on campus.
- C. Using Aruba tools, admins can create easy-to-use, template-based quizzes that take up less bandwidth than other quiz software and can be downloaded to use offline.
- D. Aruba delivers uninterrupted high-speed connectivity in any location, even across roams, and enables self-service network onboarding for student devices.

Correct Answer: D

QUESTION 5

You are pursuing an opportunity to sell an Aruba location-based service solution to a customer. The customer is also considering a Cisco location-based solution. What should you explain to distinguish the Aruba solution?

- A. Aruba beacons fully pair with users' devices for a more complete and effective solution while Cisco beacons do not establish a full pair.
- B. Aruba delivers an already complete mobile application tailored to the customer vertical while Cisco forces customers to create their own applications.
- C. Aruba offers PoE for beacons to make them easier to install and manage while Cisco beacons only support external power supplies.
- D. The Aruba solution can use cost-effective and easy-to-deploy battery-powered beacons or leverage beacons built into existing Aruba Aps while Cisco forces customers to rip and replace existing Aps for location services support.

Correct Answer: D

Reference: https://www.arubanetworks.com/assets/ds/DS_LocationServices.pdf

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