

HPE2-W02^{Q&As}

Selling Aruba Products and Solutions

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QUESTION 1

Which customer statement indicates that you have an ideal opportunity for selling an Aruba mobile engagement solution?

- A. "Airports are known for being a hassle, but we want to change this. We would like to give travelers a way to find parking, navigate to their gate on a map, and find deals."
- B. "We want to use technology to accelerate student learning, but to achieve this we need a network that gives priority handling to collaboration and multi-media apps."
- C. "We are a fast paced game design company, but developers have been complaining about unresponsive applications, and we think that a slow network is to blame."
- D. "Our business is ever-expanding and we have added so many new mobile devices and so much wireless equipment that our admins cannot keep track of them. We need a way to simplify management."

Correct Answer: B

QUESTION 2

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 3

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 4

For which customer are HPE Office Connect OC20 APs the right solution?

- A. a university that needs to provide home wireless services and VPN access for faculty
- B. a medium business with 570 employees that needs a simple cloud-managed wireless solution
- C. a small business with 46 employees and the need for simple plug-and-play Wi-Fi
- D. a retailer that needs to support a large number of small branch sites

Correct Answer: C

Reference: <https://www.hpe.com/sg/en/product-catalog/networking/networking-wireless/pip.hpeofficeconnect-oc20-802dot11ac-series-access-points.1010099011.html>

QUESTION 5

Which question can help you determine whether a customer could be a good candidate for an SD-Branch solution?

- A. How long have you been operating as a multiple branch network?
- B. Are you trying consolidate your branches to fewer sites?
- C. How do you see your future with MPLS versus broadband Internet?
- D. Which of your sites experiences the highest traffic load?

Correct Answer: D

Reference: https://www.arubanetworks.com/assets/wp/WP_SDBranchOverview.pdf

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