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Question 1

Question Type: MultipleChoice

What is one feature that sets HPE Aruba Networking location-based services apart from the competition?

Options:

- A-** HPE Aruba Networking offers developers access to a GitHub with example scripts for automating the placement of APs on local maps.
- B-** The latest HPE Aruba Networking APs can locate themselves with GPS and help automate the placement of APs on maps.
- C-** The latest HPE Aruba Networking switches provide location-based services so customers can unify wired and wireless services.
- D-** HPE Aruba Networking offers specialized devices for delivering location-based services, rather than using APs.

Answer:

B

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.

Question 2

Question Type: MultipleChoice

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

Options:

- A- Preferring to use network equipment beyond typical refresh cycles
- B- Being focused on budget and price-per-unit
- C- Preferring in-house support and maintenance
- D- Being under pressure to prove regulatory compliance

Answer:

D

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 services²³.

Question 3

Question Type: MultipleChoice

You are meeting with a retailer, which has many small branches and is rapidly growing. What is one benefit of HPE Aruba Networking ESP solutions for this customer?

Options:

A- The customer can deploy a single HPE Aruba Networking switch per site because the switches offer wired and wireless capabilities within one box.

B- HPE Aruba Networking helps secure branches by requiring all traffic to be back-hauled to the data center.

C- HPE Aruba Networking offers different architectures and network device families, each specialized for either campus or branch networking.

D- Non-IT experts can install HPE Aruba Networking devices at new sites, and HPE Aruba Networking Central will automatically discover and configure them.

Answer:

D

Explanation:

HPE Aruba Networking ESP solutions are designed to simplify and accelerate the deployment and management of branch networks. They enable non-IT experts to install HPE Aruba Networking devices such as access points, switches, and gateways at new sites, and HPE Aruba Networking Central will automatically discover and configure them using zero-touch provisioning¹². This reduces the time and cost of setting up new branches, and ensures consistent and secure network policies across all sites³.

Question 4

Question Type: MultipleChoice

How does selling HPE GreenLake for Aruba solutions benefit Channel selling partners?

Options:

- A- They can offer their customers a significantly lower price per unit cost than a traditional networking purchase.
- B- They can sell HPE Aruba Networking ESP solutions not available as traditional purchases.
- C- They can convert their existing customers to lease agreements to extend the customer engagement.
- D- They can add another source of income by increasing their annual recurring revenue.

Answer:

D

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. For channel selling partners, HPE GreenLake for Aruba benefits them by providing them with a new source of income by increasing their annual recurring revenue, as well as unlocking new revenue and margin opportunities by offering value-added services to their customers²³.

Question 5

Question Type: MultipleChoice

What is one of the advantages of selling HPE GreenLake for Aruba NaaS Service Packs?

Options:

- A- They are the only HPE GreenLake for Aruba solutions that include Customer Experience Management at no extra cost.
- B- They enable you to add HPE Aruba Networking Intelligent Operations at discounted rate.
- C- They simplify the process of designing and selling network-as-a-service solutions to customers.
- D- They enable you to customize network as-a-service solutions as needed to meet customer requirements.

Answer:

C

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.

Question 6

Question Type: MultipleChoice

A customer's employees need to connect to the corporate network from their own home offices. IT finds it difficult to support these employees and get them connected securely. What HPE Aruba

Networking solution should you recommend?

Options:

- A- HPE Aruba Networking EdgeConnect Enterprise
- B- HPE Aruba Networking EdgeConnect MicroBranch
- C- HPE Aruba Networking Fabric Composer
- D- HPE Aruba Networking CX switches

Answer:

B

Explanation:

HPE Aruba Networking EdgeConnect MicroBranch is a secure SD-WAN solution that extends the benefits of HPE Aruba Networking EdgeConnect to home offices and small offices. It enables employees to connect to the corporate network from their own devices, and provides consistent security, performance, and quality of experience for cloud and SaaS applications¹. It also simplifies and automates the deployment and management of home office networks, and integrates with HPE Aruba Networking Central for cloud-based visibility and control².

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