



# QUESTION & ANSWER

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**Exam : HPE2-W07**

**Title : Selling Aruba Products and Solutions**

**Version : DEMO**

1. 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

**Answer: C**

2. What is one reason you should recommend the Aruba 2930F rather than the Aruba 2540 at the access layer?

- A. The customer needs static routing at the access layer, and the Aruba 2540 does not support any routing.
- B. The customer needs Power over Ethernet (PoE+), and the Aruba 2540 does not support this feature.
- C. The customer wants Smart Rate Ports, and the Aruba 2930F offers this feature.
- D. The customer prioritizes scalability, and the Aruba 2930F supports Virtual Switching Framework (VSF).

**Answer: D**

3. Which statement indicates that a customer could be a good fit for an Aruba location-based solution?

- A. "Our apps are a big part of our businesses, but our production rate is starting to slow down as we hire new developers that just are not familiar with our development tools."
- B. "We are a large business with lots of remote offices. We need to ensure all the network services that we provide in our main campus are available in these other locations as well."
- C. "We have many different branch sites, and we need an easier way to apply consistent and appropriate security policies to employees and users at every location across our network."
- D. "We often launch marketing campaigns in different areas of our stores, but we don't have a way to determine how successful these promotions are and if they draw in customers."

**Answer: D**

4. Which benefit does an HPEFS Accelerated Migration service provide for a customer?

- A. It provides workshops and consulting services, helping customers to understand how to use new technologies strategically.
- B. It enables the customer to obtain additional value from legacy infrastructure that is ready to be retired.
- C. It enables the customer to offload networking management to Aruba experts in a Network Operations Center (NOC).
- D. It provides deployment and installation services for new solutions, lowering risks for customers.

**Answer: C**

5. What is one advantage of the experience-driven approach to management?

- A. It focuses on meeting business initiatives by improving performance, reliability, and secure network access.
- B. It relies on on-prem management exclusively so customers can avoid the security vulnerabilities of cloud.
- C. It relies on traditional tools that most IT admins are familiar with, such as the CLI, SNMP, and logs.
- D. It focuses on break-fix tools, so that IT spends its time keeping the lights on.

**Answer: A**