

Latest Version: 6.0

Question: 1

What should you tell customers about Aruba AIOps' advantages versus Mist?

- A. While Mist offers features for enhancing troubleshooting, it does not offer AI or remediation guidance.
- B. Aruba AIOps benefits from a much larger data set that ensures problems are more accurately identified, dynamic baselines cut down on alert fatigue, and recommendations are based on AI models, not basic monitoring analytics
- C. Mist AIOps capabilities derive from Juniper, and Mist and Juniper are not well integrated.
- D. Mist uses machine learning from large data sets for its AIOps solution, while Aruba AIOps uses a more powerful quantum computing approach that requires less data.

Answer: A

Question: 2

Which of Aruba's guiding principles lets customers know that Aruba will prioritize their needs at every stage?

- A. A "better than cloud" approach helps customers move away from expensive cloud to a network that was specifically designed for an on-prem deployment.
- B. A "wired-first" approach lets customers know that Aruba is prepared for where the market is headed, due to the inherent insecurity of wireless devices.
- C. An "IT knows best" approach means that Aruba emphasizes that it has the deep and mature technologies that customers need and that those technologies come with complexities.
- D. A "customer first, customer last" approach means Aruba is committed to customer success at every stage, from product innovation and development to sales and support.

Answer: D

Question: 3

A customer needs a network infrastructure upgrade.

Which characteristic should you use as the primary deciding factor between proposing HPE OfficeConnect or Aruba solutions?

- A. whether the customer requires 802.11ac
- B. the company vertical

- C. the company size and number of users
- D. whether the customer requires wired or wireless access

Answer: C

Question: 4

A customer currently has Cisco networking equipment, but you have made progress in convincing the customer that an Aruba solution will better suit their needs for their upgrade. However, the customer still has some reservations about changing vendors and plans to migrate gradually.

What is one selling point of Aruba solutions for this customer?

- A. Aruba AirWave is multi-vendor, so it can manage both legacy Cisco products and Aruba products together.
- B. An Aruba Mobility Master (MM) can discover and monitor third-party products such as the legacy Cisco products.
- C. Aruba controllers support dynamic segmentation, which enables them to integrate with switches such as Cisco switches.
- D. Aruba Foundation Care offers financial services to make it more economically feasible for the customer to migrate to Aruba.

Answer: A

Question: 5

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.

Answer: B

Question: 6

A customer has a management solution that provides RF-metrics for the wireless solution, but this information is not enough to identify the source of all connectivity issues.

The customer needs one management solution that will reduce helpdesk tickets and go beyond RF analysis. Which feature of Aruba management solutions should you emphasize to this customer?

- A. AppRF
- B. User and Entity Behavior Analytics
- C. VisualRF
- D. Connectivity Health

Answer: D

Question: 7

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

Answer: C

Question: 8

Which customer is a good target for an Aruba SD-Branch solution?

- A. an enterprise that needs to add one large branch over MPLS
- B. a retailer that needs to support a large number of small branch sites
- C. a university that needs to provide VPN access for faculty at home
- D. a small to medium business (SMB) that needs a simple solution to add a branch.

Answer: B

Question: 9

A customer wants to deploy components of Aruba ESP (Edge Services Platform) but does not have the resources to implement all components of Aruba ESP at once. Which attribute should they start with?

- A. Analyzing and acting on network insights from Aruba AIOps
- B. Protecting the network with Aruba Zero Trust Security

- C. Connecting their people and devices at the edge with Aruba Unified Infrastructure
- D. Creating customized user experiences with Aruba Meridian

Answer: C

Question: 10

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?"

Answer: C