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**Exam : HPE2-W02**

**Title : Selling Aruba Products and Solutions**

**Version : DEMO**

1.A customer needs a network infrastructure upgrade.

Which characteristic should you use as the primary deciding factor between proposing HPE Office Connect 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**

2.A customer needs an AP that provides Wave 2 802.11ac for an outdoor environment.

Which AP Series meets the need?

- A. AP 340
- B. AP 303H
- C. AP 360
- D. AP 330

**Answer: C**

3.A customer is concerned about wireless security, and specifically that employees could introduce malware into the network by visiting disreputable websites.

Which security feature in Aruba Mobility Controllers (MCs) should you emphasize to address this specific concern?

- A. User and Entity Behavior Analytics (UEBA)
- B. Web Content Classification (WCC)
- C. RF Protect
- D. Application Visibility and Control

**Answer: B**

**Explanation:**

Reference: <https://blogs.arubanetworks.com/solutions/web-content-classification-a-powerful-new-policy-tool-for-the-pef-firewall/>

4.What is one key advantage of Aruba wireless solutions as compared to Cisco Meraki solutions?

- A. Aruba offers cloud subscription-based licensing for all APs while Cisco Meraki requires a significant CAPEX expenditure.
- B. Aruba offers beamforming in APs to improve wireless coverage while Cisco Meraki Aps does not support any such feature.
- C. Aruba offers integration with an extensive ecosystem while Cisco Meraki offers little third-party integration.
- D. Aruba offers one simple choice for management while Cisco Meraki has a confusing array of management options.

**Answer: D**

**Explanation:**

Reference: [https://www.itcentralstation.com/products/comparisons/aruba-wireless\\_vs\\_cisco-meraki-wireless-lan](https://www.itcentralstation.com/products/comparisons/aruba-wireless_vs_cisco-meraki-wireless-lan)

5. A mid-sized customer is having trouble deciding between a controllerless Aruba solution and a controller-based one.

What can you explain to the customer about how Aruba protects the company's investment?

- A. The same Aruba APs can be deployed in controllerless Instant mode and then later changed to controlled mode.
- B. Aruba offers a buy-back program for controllerless Instant APs, making it cost effective to later deploy controlled APs.
- C. There is no difference in features and capabilities between a controllerless and controller-based Aruba solution.
- D. Aruba uses a cloud subscription-based licensing model for controllerless APs, and these licenses can be upgraded to controller licenses.

**Answer: B**