



HP Certified Professional Program

Worldwide Program Guide

Module 12 – Certification Data Sheets



HP Certified Professionals. Get IT Right the First Time.

As of March 1, 2009, the HP Certified Professional Program Office began to publish a certification data sheet for each new or updated certification released after that date. This document contains the current collection of certification data sheets. As new data sheets are created and added to The Learning Center, they will be added to this document. (Note that there are data sheets for a few – but not all – popular certifications that existed prior to March 2009.)

Certification data sheets are for overview purposes only. If you are planning to attain a certification, you should always consult The Learning Center for the most accurate and up-to-date information about certification prerequisites, requirements and recommended training. The data sheet for a specific certification can be found in the “Attachments” area of the certification within The Learning Center.

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Certification Data Sheet

HP Certified Professional Program



Certification: ASP – Partner Fundamentals [2010]

Availability: 15 May 2009

Overview:

This certification is only for HP channel partners and internal HP personnel. The certification validates that the sales professional has been formally introduced to HP products as well as to the Partner and Certification programs. The knowledge imparted through the training is intended to help the partner take advantage of the resources available to him to sell HP solutions.

Target Audience:

This certification is aimed at HP sales partners and partner owners.

Requirements Summary:

Candidate will have to pass 1 core exam in order to obtain this credential.

Prerequisite 1:

None

Core Requirement:

Exam HP2-E27: HP Partner Fundamentals 2010

Recommended Training :

Course # 00107801: Partner Fundamentals Phase One

Delivery Format: web-based training (WBT)

Typical Duration: 5 hours

Why earn this certification:

This certification and the associated training will help the sales professional in his role of selling HP products and solutions. The candidate for certification should have the skills and knowledge to:

- Understand the value of the Preferred and Elite (or Specialized) programs to customers.
- Know how to access further information on the relevant regional Partner Program.
- Know how to position HP's Business Unit strategies and value propositions in tangible business terms.
- Know how to access compensation and benefit opportunities and incentives to maximize ROI for customers and his own organization.
- Know how to leverage the power of the HP partner portal.
- Recognize that "selling on value" is critical in a tough economic climate.
- Know how to position the competitive strengths of HP solutions.
- Articulate the Value of Trained and Certified Staff to the End-User Customers.
- Recognize the personal benefits of the HP cross portfolio Channel certification program.

Superseded certification and upgrade path:

This [2010] certification replaces the ASP – Partner Fundamentals [2008] certification. Because of the new content in the training course and the numerous updates in the products and programs, there is no upgrade path from the [2008] version to the [2010] version of the certification. All candidates for the [2010] certification should complete the new training and must complete the exam HP2-E27.

Next level of certification:

This certification is a stepping stone to other HP sales certifications; however, there is no specific "next level" of certification.

Notes:

This data sheet was last updated 29 April 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: ASC – HP ProCurve Networking [2009]

Availability: 15 March 2009

Overview:

HP ProCurve Networking offers a variety of solutions to meet the networking needs of both large and small businesses. This ASC (Accredited Sales Consultant) certification enables sales representatives to develop a long-term, value-add relationship with their customers. The candidate for this certification focuses on how to engage customers at a business level to gain a deeper understanding of their mission-critical business issues and goals. This certification validates that a candidate knows how to sell comprehensive HP ProCurve Networking solutions that will meet customers' evolving networking requirements.

Target Audience:

HP partner or employee sales representatives who sell networking solutions

Requirements Summary:

Candidate must possess one prerequisite certification and pass 1 core exam in order to obtain this credential.

Prerequisites:

- ASP – ProCurve Networking [2005] (inactive) - or -
- ASP – ProCurve Networking [2008]

Core Requirement 1:

Exam HP2-Z03: HP ProCurve Accredited Sales Consultant

Recommended Training :

Course # 00096212: HP ProCurve Accredited Sales Consultant v9.11

Delivery Format: instructor-led training (ILT)

Duration: 1 day

Web-based training (WBT) available in June 2009 in The Learning Center.

Superseded Certification and Upgrade Path:

ASC – HP ProCurve Networking [2009] replaces the previous certification ASC – ProCurve Networking [2005], which can no longer be acquired after June 15, 2009. Because of the in-depth new content in the training course and the numerous updates in the networking technologies, there is no upgrade path from the [2005] version to the [2009] version of the certification. All candidates for the [2009] certification should complete the new training and must complete the exam HP2-Z03.

Why earn this certification?

The HP ProCurve solution offerings have expanded greatly in recent years in the areas of security, mobility and convergence. The mobility portfolio was vastly expanded with the purchase of Colubris Networks in November 2008. The training course and certification are focused on preparing the sales professional to sell solutions which solve customers' business problems rather than simply selling products based on features.

The training and certification prepare the sales professional to:

- Ask appropriate probing questions to a customer about their business which may uncover potential networking needs.
- Evaluate a customer's current business activities and planned changes and translate them into networking needs.
- Demonstrate ability to discuss IT terminology in the customer's context at a business level (financial and operational impacts).
- Collect information about a customer's current network, such that a technical resource (certified ASE/MASE) can design HP ProCurve solutions that meet the customers' business needs both today and into the future.
- Identify components of HP ProCurve solution offerings (security, mobility, convergence).
- Describe how customers win with HP ProCurve security, mobility and convergence solutions.

Many HP ProCurve Networking Channel Partners are required to have ASC certified staff. For information on how this certification may be used to support partner authorization, consult your regional partner program.

Notes:

This data sheet was last updated 15 March 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: ASC – HP Enterprise Storage Solutions [2009]

Availability: 1 May 2009

Overview:

The ASC – HP Enterprise Storage Solutions [2009] certification is sales certification that validates the competency needed to sell a full storage solution to SMB, mid-market or enterprise customers.

Target Audience:

HP channel partner or HP employee sales professionals who sell SMB or enterprise storage solutions.

Requirements Summary:

Candidate will have to pass 2 core exams in order to obtain this credential.

Prerequisite:

None.

Core Requirement 1:

Exam HP2-K19: Selling HP Business Class Storage Solutions

Recommended Training :

Course # 00108529: Selling HP Business Class Storage Solutions

Delivery Format: web-based training (WBT)

Typical Duration: 6 hours

Core Requirement 2:

Exam HP2-K18: Selling HP Enterprise Storage Solutions

Recommended Training:

Course # 00108891: Selling HP Enterprise Storage Solutions

Delivery Format: instructor-led training (ILT) and web-based training (WBT)

Typical Duration: 2 days

Superseded Certification and Upgrade Path:

ASC – HP Enterprise Storage Solutions [2009] replaces the previous certification ASC – HP Enterprise Storage Solutions [2005], which can no longer be acquired after August 1, 2009. Because of the in-depth new content in the training courses and the numerous updates in the storage technologies, there is no upgrade path from the [2005] version to the [2009] version of the certification. All candidates for the [2009] certification should complete the new training and must complete the core requirements.

Why earn this certification?

The HP StorageWorks solution offerings have expanded greatly in recent years. The training course and certification are focused on preparing the sales professional to sell solutions which solve customers' business problems rather than simply selling products based on features.

The [2009] version of this certification includes new information on MSA, EVA and HP LeftHand SANs, and how to position these solutions to customers.

The training and certification prepare the sales professional to:

- Ask appropriate probing questions to a customer about their business which may uncover potential storage needs.
- Evaluate a customer's current business activities and planned changes and translate them into storage needs.
- Demonstrate ability to discuss IT terminology in the customer's context at a business level (financial and operational impacts).
- Collect information about a customer's current environment, such that a technical resource (certified ASE/MASE) can design HP storage solutions that meet the customers' business needs both today and into the future.
- Identify components of HP storage solution offerings.
- Describe how customers win with HP storage solutions.

Many HP Storage Channel Partners are required to have ASC certified staff. For information on how this certification may be used to support partner authorization, consult your regional partner program.

Next Level:

APC – HP StorageWorks Solutions [2009]

Notes:

This data sheet was last updated 9 April 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: ASP – HP Imaging and Printing Supplies [2009]

Availability: 15 May 2009

Overview:

This certification helps prepare the sales professional to sell the full portfolio of HP Imaging and Printing (IPG) supplies across all customer bases.

Target Audience:

This certification is aimed at HP partners in Europe, the Middle East and Africa (EMEA).

Requirements Summary:

Candidate will have to pass 1 core exam in order to obtain this credential.

Prerequisite 1:

None

Core Requirement:

Exam HP2-B44: Selling HP Imaging and Printing Supplies

Recommended Training :

Course # 00109498: Supplies College Sales Training 2009 online version

- or -

Course #110286: Supplies College Sales Training 2009 download version

Delivery Format: web-based training (WBT)

Typical Duration: 3 hours

Why earn this certification:

This certification and the associated training will help the sales professional in his or her role of selling the full portfolio of imaging and printing supplies to a range of customers. The candidate for certification should have the skills and knowledge to:

- Understand the various HP marketing programs and initiatives available to support channel sales
- Be able to explain the HP value proposition to customers
- Profile customers to understand their needs
- Discuss HP imaging and printing supplies and products

Superseded certification and upgrade path:

This [2009] certification replaces the ASP – HP Imaging and Printing Supplies [2008] certification. For holders of the [2008] certification, the upgrade path to the [2009] certification is the successful completion of the delta exam HP3-C15: HP Supplies College Update. Candidates are advised to take the training Supplies College Update Training. web-based training (WBT) training is available:

- Course # 00110067: Supplies College Update training online version - **or** -
- Course #00110290: Supplies College Update training downloadable version

Next level of certification:

None

Notes:

This data sheet was last updated 12 May 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: ASP – HP Imaging and Printing Supplies [2009] upgrade from ASP – HP Imaging and Printing Supplies [2008]

Availability: 15 May 2009

Overview:

This certification helps prepare the sales professional to sell the full portfolio of HP Imaging and Printing (IPG) supplies across all customer bases.

Target Audience:

This path to certification is aimed at HP partners in Europe, the Middle East and Africa (EMEA) who already hold the certification ASP – HP Imaging and Printing Supplies [2008].

Requirements Summary:

Candidate must possess 1 prerequisite certification and pass 1 core exam in order to update to the [2009] version of the credential.

Prerequisite:

The candidate following this path must already hold the certification ASP – HP Imaging and Printing Supplies [2008].

Core Requirement:

Exam HP3-C15: HP Supplies College Update

Recommended Training :

Course # 00110067: Supplies College Update training online version

- or -

Course #00110290: Supplies College Update training downloadable version

Delivery Format: web-based training (WBT)

Typical Duration: 2 hours

Why earn this certification:

This certification and the associated training will help the sales professional in his or her role of selling the full portfolio of imaging and printing supplies to a range of customers. The candidate for certification should have the skills and knowledge to:

- Understand the various HP marketing programs and initiatives available to support channel sales
- Be able to explain the HP value proposition to customers
- Profile customers to understand their needs
- Discuss HP imaging and printing supplies and products

Superseded certification and upgrade path:

This [2009] certification replaces the ASP – HP Imaging and Printing Supplies [2008] certification.

Next level of certification:

None

Notes:

This data sheet was last updated 12 May 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: APC – HP StorageWorks Solutions [2009]

Availability: 15 January 2009

Overview:

This certification provides a sharp focus on the skills necessary for a technical presales consultant to be able to position, design and plan a complete storage solution based on a customer's needs.

Target Audience:

This certification is aimed at HP channel partners and employees in a technical presales role. Such professionals support sales representatives in the sales cycle by designing and planning an effective storage solution that will solve customer business needs.

Requirements Summary:

Candidate will have to pass 1 core exam in order to obtain this credential.

Prerequisite:

None

Core Requirement:

Exam HPO-J22: Designing HP StorageWorks Solutions

Recommended Training :

Course # 00098697: Designing HP StorageWorks Solutions Rev. 9.11

Delivery Format: instructor-led training (ILT)

Typical Duration: 40 hours

Why earn this certification:

ChannelWeb proclaimed HP as one of the “most strategic storage vendors” for channel partners in 2009. Citing HP’s complete storage product line that serves “nearly everyone from the smallest business to the largest enterprise,” the publication also favors HP because such a large volume of business is served by channel partners.

This certification and the associated training is important to the channel partner presales professional who helps in the sales cycle by designing and planning storage solutions. The candidate for certification should have the skills and knowledge to:

- Understand the customer’s business needs and translate them into an HP storage solution – speaking the customer’s language
- Display an understanding of the full range of HP storage products and technologies
- Articulate the competitive advantage of using HP StorageWorks solutions
- Explain the HP virtualization concept

Superseded certification and upgrade path:

APC – HP StorageWorks Solutions [2009] replaces the previous storage presales certification, APC – HP Enterprise Storage Solutions, which can no longer be acquired after 15 July 2009. Because of the in-depth new content in the training course and the numerous updates in the storage technologies, there is no upgrade path from the previous version to the [2009] version of the certification.

Next level of certification:

None

Notes:

This data sheet was last updated 27 April 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: APC – HP Integrity Servers [2009]

Availability: 01 April 2009

Overview:

Improve your ability to help the sales team deliver HP Integrity server solutions to customers by achieving this Accredited Presales Consultant certification. The ideal candidate for certification should possess the knowledge to plan and design business solutions based on entry-level and mid-range HP Integrity servers and HP Integrity blade servers. Software products such as HP-UX, OpenVMS and Windows Server 2008 are also part of the solutions.

Target Audience:

HP partner or employee technical presales professionals who support the sales cycle for business solutions based on HP Integrity servers

Requirements Summary:

Candidate must possess one prerequisite certification and pass 1 core exam in order to obtain this credential.

Prerequisites:

- ASP- HP Enterprise Solutions **-or-**
- APP-Enterprise Solutions

Core Requirements:

Exam HPO-P13: Planning and Design of HP Integrity Server Solutions

Recommended Training :

Course # 00107677: Planning and Design of HP Integrity Server Solutions

Delivery Format: instructor-led training (ILT)

Duration: 32 hours

Superseded Certification and Upgrade Path:

APC – HP Integrity Servers [2009] supersedes APC – HP Integrity Servers [2006]. The upgrade path to the new certification is the successful completion of the exam HPO-P13: Planning and Design of HP Integrity Server Solutions. Due to the extent of new content in this new certification, there is no delta training or delta exam.

Why earn this certification?

An HP Certified Professional who holds one of the prerequisite certifications would want to earn the APC – HP Integrity Servers [2009] certification to become knowledgeable on the new product content covering Integrity servers and Integrity blade servers. Additional content has been added to the training to support the HP software products HP-UX and OpenVMS, and Window updates including Windows Server 2008.

Having completed the training and earned the certification, the presales professional should have the skills and knowledge to:

- Describe to customers the HP Integrity server entry-level and mid-range solutions, including specific features that are important in supporting a customer's business needs
- Differentiate the HP Integrity solutions from competitors' offerings
- Use the design guidelines and configuration rules to design an HP Integrity server solution
- Design an HP storage solution compatible with an HP Integrity server solution
- Validate a proposed HP Integrity server solution

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: AIS – Remote Client Solutions [2009]

Availability: 15 April 2009

Overview:

This certification validates that technical IT professionals have the necessary knowledge and skills to effectively analyze customer business requirements and plan and design an HP solution, including the PC Blade, blade workstations, and thin client products.

Target Audience:

The audience for this certification is HP channel partners in a presales or integration role.

Requirements Summary:

Candidate must possess 2 prerequisite certifications and pass 1 core exam in order to obtain this credential.

Prerequisite 1:

Choose **1** of 4 third party certifications:

- Microsoft – MCTS, Windows Server 2008 Network Infrastructure Configuration **-or-**
- Microsoft – MCTS, Windows Server 2008 Applications Infrastructure Configuration **-or-**
- Microsoft – MCSE on Windows Server 2000 **-or-**
- Microsoft – MCSE on Windows Server 2003

Prerequisite 2:

Choose **1** of 2 HP certifications:

- AIS – HP BladeSystem [2007] **-or-**
- ASE – HP BladeSystem [2007]

Core Requirements:

Exam HP0-G12: Remote Client Solutions Essentials

Recommended Training :

Course # 00107506: Blade PC/Workstation Essentials Part 1 (recorded)

Delivery Format: web-based training (WBT)

Typical Duration: 2 days

-and-

Course # 00107484: Blade PC/Workstation Essentials Part 2

Delivery Format: instructor-led training (ILT)

Typical Duration: 5 days

Why earn this certification?

Remote Client Solutions are hardware and software components that work together through standard network connections to deliver client computing to end users. They can be accessed through any number of “thin” devices including standard and mobile thin clients as well as traditional desktop and notebook access devices. By centralizing computing resources in the data center, customers can benefit from choice and flexibility to standardize hardware and tool sets across their IT environment—without compromising the end user experience. With HP Remote Client Solutions, customers get a breadth of capabilities and flexibility to match the right level of desktop computing services to specific application demands. The result is greater security, more privacy, better manageability, higher end-user productivity, and lower total cost of ownership.

The AIS – HP Remote Client Solutions [2009] certification validates that HP partners in a technical integration role understand and can work with the full range of hardware and software components that can comprise a Remote Client Solution. This includes server based computing, HP Blade PCs, HP Virtual Desktop Infrastructure, HP Blade workstations, thin client options, and a range of software tools to unify the client infrastructure.

Having completed the training and earned the certification, the technical integration professional should have the skills and knowledge to:

- Discuss the features of the HP Blade PC and Blade Workstation Solutions
- List the standard and optional hardware and software components
- Recommend specific components to fulfill customer requirements
- Install and configure RDP, RGS, and SAM software for a customer demonstration/installation
- Set up and configure the HP Blade PC and HP Blade Workstation Solution hardware for a customer demonstration/installation
- Set up and configure the HP Blade PC and HP Blade Workstation Solution software for a customer demonstration/installation

Next level of certification

ASE – HP Remote Client Solutions [2009]

Notes:

This data sheet was last updated 8 April 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: AIS – HP BladeSystem [2007]

Availability: 15 October 2007

Overview:

This certification validates that the professional is able to fully prepare a BladeSystem solution for the customer so that it can be placed into a test environment or into production, or be ready for the customer to install his applications. This individual performs all aspects of Installation and Startup Services, including hardware configuration, operating system installation, HP driver installation, and full management instrumentation. This individual also should have knowledge of performance enhancement tools like the Essentials Suite of products.

Target Audience:

HP partner, employee or customer technical professionals who design, implement or support solutions based on the HP BladeSystem platform.

Requirements Summary:

Candidate must possess 3 prerequisite certifications and pass 1 core exam in order to obtain this credential.

Prerequisite 1:

Choose 1 of 2 server fundamentals prerequisites

- Exam HP2-T11: Industry Standard Architecture and Technology **-or-**
- CompTIA Server+ third party certification

Prerequisite 2:

Choose 1 of 4 operating system prerequisites

- CSA – HP-UX 11i v3 **-or-**
- CSA – HP OpenVMS v8 **-or-**
- CSA – HP-UX 11i (inactive) **-or-**
- Any 1 of various third party operating system options. The acceptable options include:
 - Microsoft Exams
 - (70-215 or 70-240) and (70-217 or 70-218)
 - 70-290 and (70-291 or 70-294)
 - 70-640 or 70-648 or 70-649
 - MCTS Windows Server 2008 Active Directory Configuration
 - MCSA on Microsoft Windows Server 2003
 - MCSA on Microsoft Windows 2000
 - Certified Novell Administrator (CNA) NetWare 6
 - Certified Novell Administrator (CNA) Open Enterprise Service for Netware
 - Novell Certified Linux Professional (CLP)
 - Red Hat Certified Technician (RHCT)
 - SAIR Exams
 - 3X0-101 and 3X0-102
 - Linux Certified Administrator Level 1 (SAIR LCA)
 - Linux Professional Institute Certification Level 1 (LPIC-1)
 - Sun Certified Systems Administrator (SCSA)
 - SCO Certified System Administrator (CSA)
 - CompTIA Linux+

Prerequisite 3:

Choose 1 of 6 networking prerequisites

- AIS – ProCurve Networking [2008] **-or-**
- AIS – ProCurve Networking [2006] **-or-**
- AIS – ProCurve Networking [2004] (inactive) **-or-**
- Exam HPO-Y12: Building ProCurve Resilient, Adaptive Networks **-or-**
- Exam HPO-790: ProCurve Routing Switch Essentials v5.21 **-or-**
- Any 1 of various third party networking options. The acceptable options include:
 - Microsoft Exams
 - 70-216 or 70-240 or 70-291 or 70-293 or 70-642
 - SAIR Exams
 - 3X0-103
 - Cisco Exams
 - 642-812 BCMSN
 - Cisco CCNP
 - Cisco CCIE
 - Cisco CCNA
 - SCO Exam
 - 090-055 or 090-554 or 090-601
 - CompTIA Network+

Special note on prerequisites:

Completion of ONE of the following certifications fulfills requirements for both Prerequisite #2 – Operating System AND Prerequisite #3 – Networking:

- MCITP – Server Administrator
- MCITP – Enterprise Administrator
- MCSE on Windows Server 2003
- MCSE on Microsoft Windows 2000
- Certified Novell Engineer (CNE) NetWare 6
- Novell Certified Linux Engineer (CLE)
- Red Hat Certified Engineer (RHCE)
- SAIR LCE (Level 2)
- Linux Professional Institute Certification Level 2 (LPIC-2)
- Sun Certified Network Administrator (SCNA)
- SCO Advanced Certified Engineer (ACE)
- SCO Master ACE Certification

Core Requirements:

Choose 1 of 2:

Exam HPO-S16: Implementing HP BladeSystem

-or-

Exam HPO-K02: Implementing HP BladeSystem
(inactive)

Recommended Training :

Course # 00107451: Implementing HP BladeSystem Rev. 9.11

Delivery Format: instructor-led training (ILT)

Typical Duration: 5 days

Why earn this certification:

The training course and credential recognize the growing importance of solutions based on the HP BladeSystem c-Class Server. IT professionals who work for HP channel partners and customer organizations would want to acquire new technical knowledge and skills in order to plan, deploy, maintain and support sophisticated solutions based on HP BladeSystem products.

Next level of certification:

ASE – HP BladeSystem [2007]

Notes:

This data sheet was last updated 25 March 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: AIS – HP StorageWorks [2008]

Availability: 15 May 2008

Overview:

The AIS – HP StorageWorks [2008] certification is an integration certification covering the basic concepts and HP storage technologies that are used in SMB or enterprise environments.

Target Audience:

HP partner, employee or customer technical professionals who design and implement SMB or enterprise storage solutions.

Requirements Summary:

Candidate must possess 1 prerequisite certification and pass 3 core exams in order to obtain this credential.

Prerequisite:

The candidate must hold at least 1 of the following certifications/exam completions:

- CSA – HP-UX 11i v3 – **or** –
- CSA – HP-UX 11i (inactive) – **or** –
- CSA – HP OpenVMS v8 – **or** –
- Any 1 of various third party certification options. The acceptable options include:
 - Microsoft Exams
 - 70-290 or 70-292 or 70-282
 - Microsoft Certifications
 - MCSA on Microsoft Windows Server 2003
 - MCSE on Windows Server 2003
 - MCITP, Server Administrator
 - MCITP, Enterprise Administrator
 - Novell Certifications
 - Novell Certified Administrator (NCA)
 - Novell Certified Engineer Enterprise Services (NCE)
 - Certified Novell Engineer
 - Brocade Certifications
 - Brocade Certified Fabric Designer - BCFD
 - Brocade Certified SAN Designer – BCSD (retired)
 - Linux Certifications
 - Linux Professional Institute Certification Level1 (LPIC-1)
 - Red Hat Certified Technician (RHCT)
 - Red Hat Certified Engineer (RHCE)
 - Linux Certified Administrator Level 1 (SAIR LCA)
 - Linux Certified Engineer Level 2 (SAIR LCE)
 - Sun Microsystems certification exams
 - Exam #CX-310-200 (v10)
 - Exam #CX-310-014 (v9)
 - Exam #CX-310-011 (v8)
 - Cisco Certifications
 - Cisco CCNP
 - Cisco CCNA
 - Storage Networking Industry Association (SNIA) Certifications
 - SNIA Certified Storage Professional (SCSP) 2008
 - SNIA Certified Storage Engineer (SCSE) 2007
 - IBM certification exams
 - Test #190
 - Test #180
 - Test #222 (retired)
 - Test #223

Core Requirement 1:

Complete **one** of the following:

Exam HPO-J26: Designing and Implementing HP SAN Solutions

- or -

Exam HPO-841: Designing and Implementing HP SAN Solutions

- or -

Exam HPO-J16: Introduction to HP SANs

Recommended Training :

Course # 00099357: Designing and Implementing HP SAN Solutions Rev. 8.41

Delivery Format: instructor-led training (ILT)

Duration: 3 days

Course # 00071667 or #00071666: Storage, data, and information systems (Paperback) rev 5.0

Delivery Format: self-paced

Core Requirement 2:

Exam HPO-J23: Implementing MSA Storage Solutions

Recommended Training:

Course # 00071479: Implementing MSA2000 Storage Solutions Rev. 8.21

Delivery Format: instructor-led training (ILT)

Duration: 2 days

Core Requirement 3:

Complete **one** of the following:

Exam HPO-J17: Designing and Implementing the HP StorageWorks EVA 4400

- or -

Exam HPO-J18: Implementing HP StorageWorks EVA Solutions

Recommended Training :

Course #00071308: Implementing EVA 4400 Solutions Rev. 8.11

Delivery Format: instructor-led training (ILT)

Durations: 4 days

Course # 00071462: Implementing HP StorageWorks Enterprise Virtual Array (EVA)-Rev.8.21

Delivery Format: instructor-led training (ILT) or web-based training (WBT)

Duration: 5 days (instructor-led training (ILT)) or 40 hours (web-based training (WBT))

- or -

Course #00071480: Implementing HP StorageWorks Enterprise Virtual Array Solutions - LAB DAYS - Rev.8.21

Delivery Format: instructor-led training (ILT) Lab

Duration: 2 days

Next Level:

ASE – HP StorageWorks [2008]

Notes:

This data sheet was last updated 23 March 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: AIS – HP Software Testing Foundation v9

Availability: 15 May 2009

Overview:

This certification validates that the candidate holds essential knowledge in the tools and technologies that are used in software testing, including: HP QuickTest Professional (QTP); HP Quality Center (QC); HP LoadRunner (LR); VuGen; and HP Performance Center software.

Target Audience:

This certification is targeted toward non-technical final year college students or high school level candidates who aspire to a career in software testing. HP channel partners are not eligible for this certification. The course and certification are offered only in India.

Requirements Summary:

Candidate will have to pass 1 core exam in order to obtain this credential.

Prerequisite 1:

None

Core Requirement:

Exam HPO-M29: HP Software Testing Essentials

Recommended Training :

Course # 00109997: HP Software Certified Testing Foundation

Delivery Format: instructor-led training (ILT)

Typical Duration: 10 days (Modules are offered in 2-hour and 5-hour sessions over the course of 3 months)

Why earn this certification:

This certification and the associated training will help the non-technical professional become proficient in the technologies that are used to build and execute software application tests and to validate proper application functionality before live deployment. The training includes hands-on exercises with real-life scenarios. The person who attains the certification should have sufficient knowledge to start a career in software testing.

Next level of certification:

None

Notes:

This data sheet was last updated 12 May 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: ASE – HP StorageWorks [2008]

Availability: 15 May 2008

Overview:

The ASE – HP StorageWorks [2008] certification is an integration certification covering a variety of HP storage products that are used in enterprise environments.

Target Audience:

HP partner, employee or customer technical professionals who design and implement enterprise storage solutions.

Requirements Summary:

Candidate must possess 1 prerequisite certification and pass 5 core exams in order to obtain this credential.

Prerequisite:

The candidate must hold the following certifications:

- AIS – HP StorageWorks [2008]

Core Requirement 1:

Complete **one** of the following:

Exam HPO-J26: Designing and Implementing HP SAN Solutions

- or -

Exam HPO-841: Designing and Implementing HP SAN Solutions

Recommended Training :

Course # 00099357: Designing and Implementing HP SAN Solutions Rev. 8.41

Delivery Format: instructor-led training (ILT)

Duration: 3 days

Core Requirement 2:

Exam HPO-J18: Implementing HP StorageWorks EVA Solutions

Recommended Training:

Course # 00071462: Implementing HP StorageWorks Enterprise Virtual Array (EVA)-Rev.8.21

Delivery Format: instructor-led training (ILT) or web-based training (WBT)

Duration: 5 days (instructor-led training (ILT)) or 40 hours (web-based training (WBT))

- or -

Course #00071480: Implementing HP StorageWorks Enterprise Virtual Array Solutions - LAB DAYS - Rev.8.21

Delivery Format: instructor-led training (ILT) Lab

Duration: 2 days

Core Requirement 3:

Complete **one** of the following:

Exam HPO-J24: Designing and Implementing HP Enterprise Backup Solutions

- or -

Exam HPO-X02: Designing and Implementing HP Enterprise Backup Solutions (inactive)

- or -

Exam HPO-771: Designing and Implementing HP Enterprise Backup Solutions (inactive)

Recommended Training :

Course # 00071047: Designing and Implementing HP Enterprise Backup Solutions Rev. 8.21

Delivery Format: instructor-led training (ILT)

Duration: 40 hours

Core Requirement 4:

Complete **one** of the following:

Exam HPO-J19: HP Storage Essentials SRM Standard Edition

- or -

Exam HPO-J21: Designing and Implementing HP Storage Essentials SRM

- or -

Exam HPO-W01: HP Storage Essentials Standard Edition (inactive)

Recommended Training :

Course # 00071305: HP Storage Essentials SRM Standard Edition Software Service and Support Rev. 7.43

Delivery Format: instructor-led training (ILT)

Duration: 40 hours

- or -

Course # 00071282: Implementing Storage Essentials Standard Edition Rev. 7.22

Delivery Format: instructor-led training (ILT) or web-based training (WBT)

Duration: 5 days

- or -

Course #00071271: Storage Essentials

Delivery Format: instructor-led training (ILT)

Duration: 5 days

Core Requirement 5:

Complete **one** of the following electives:

Recommended Training :

Exam HPO-J10: Implementing HP StorageWorks XP Disk Array Solutions - or -	Course # 00087819: Implementing XP24000/XP10000 Solution Fundamentals Rev. 071607 Delivery Format: instructor-led training (ILT) Duration: 5 days
Exam HPO-918: HP Storage Data Protector 6.0 Fundamentals for Windows - or -	Course # 00071250: HP OpenView Storage Data Protector 6.0 Fundamentals Rev. 6.0 Delivery Format: instructor-led training (ILT) Duration: 5 days
Exam HPO-821: Data Protector Software Application Integration – Windows/Unix - or -	Course # 00071661: Data Protector Application Integration Training for Channel Partners – Unix and Windows Rev. 7.21 Delivery Format: instructor-led training (ILT) or web-based training (WBT) Duration: 5 days
Exam HPO-X01: HP Storage Essentials Enterprise Edition (inactive) - or -	Training no longer available for this inactive exam
Exam HPO-775: HP Data Protector Software Application Integration -Windows - or -	Course # 00071660: Data Protector Application Integration Training for Channel Partners – Windows Rev. 7.21 Delivery Format: instructor-led training (ILT) or web-based training (WBT) Duration: 2 days
Exam HPO-920: HP Storage Data Protector 6.0 Fundamentals for UNIX - or -	Course # 00071250: HP OpenView Storage Data Protector 6.0 Fundamentals Rev. 6.0 Delivery Format: web-based training (WBT) or instructor-led training (ILT) Duration: 5 days
Exam HPO-J12: Supporting ESL E-Series and EML E-Series Libraries - or -	Course # 00071022: HP StorageWorks EML Tape Library Service and Support Rev 6.31 Delivery Format: instructor-led training (ILT) or web-based training (WBT) Duration: 2 days
Exam HPO-J28: Implementing HP StorageWorks Virtual Library System - or -	Course # 00097156: Hp StorageWorks Virtual Library Systems Service and Support Rev. 8.42 Delivery Format: Virtual Classroom (Live) Duration: 32 hours
Exam HPO-919: HP Data Protector Software Application Integration – UNIX - or -	Course # 00071643: Data Protector Application Integration Training for Channel Partners- UNIX Rev. 7.21 Delivery Format: instructor-led training (ILT) or web-based training (WBT) Duration: 3 days

Next Level:

MASE – HP StorageWorks [2008]

Notes:

This data sheet was last updated 18 March 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: ASE – Remote Client Solutions [2009]

Availability: 15 May 2009

Overview:

This certification validates that technical IT professionals have the necessary knowledge and skills to effectively design, implement, configure, integrate and support an HP Remote Client Solution given a set of customer business requirements. The technologies involved in a solution may include server based computing, HP Blade PCs, HP Virtual Desktop Infrastructure, HP Blade workstations, thin client options, and a range of software tools to unify the client infrastructure.

Target Audience:

The audience for this certification is HP channel partners in an integration role.

Requirements Summary:

Candidate must possess 1 prerequisite certification and pass 1 core exam in order to obtain this credential.

Prerequisite:

AIS – HP Remote Client Solutions [2009]

Core Requirements:

Exam HPO-G13: Advanced Remote Client Solutions

Recommended Training :

Course # 00089741: Advanced HP Session Allocation Manager (SAM)

Delivery Format: instructor-led training (ILT)

Typical Duration: 2 days

- and-

Course # 00089655: Advanced HP Remote Graphics Software (RGS)

Delivery Format: instructor-led training (ILT)

Typical Duration: 2 days

- and-

Course # 00105905: HP Session Allocation Manager (SAM) v2.3 – What's New (recorded)

Delivery Format: WEB-BASED TRAINING (web-based training (WBT))

Typical Duration: 1.5 hours

- and-

Course # 00107457: HP Remote Graphics Software (RGS) 5.2 Delta Training (recorded)

Delivery Format: WEB-BASED TRAINING (web-based training (WBT))

Typical Duration: 2 hours

Why earn this certification?

Remote Client Solutions are hardware and software components that work together through standard network connections to deliver client computing to end users. They can be accessed through any number of “thin” devices including standard and mobile thin clients as well as traditional desktop and notebook access devices. By centralizing computing resources in the data center, customers can benefit from choice and flexibility to standardize hardware and tool sets across their IT environment—without compromising the end user experience. With HP Remote Client Solutions, customers get a breadth of capabilities and flexibility to match the right level of desktop computing services to specific application demands. The result is greater security, more privacy, better manageability, higher end-user productivity, and lower total cost of ownership.

The ASE – HP Remote Client Solutions [2009] certification validates that HP partners in a technical integration role understand and can work with the full range of hardware and software components that can comprise a Remote Client Solution. This includes server based computing, HP Blade PCs, HP Virtual Desktop Infrastructure, HP Blade workstations, thin client options, and a range of software tools to unify the client infrastructure.

Having completed the training and earned the certification, the technical integration professional should have the skills and knowledge to:

- Determine the optimal Remote Client Solution based on the customer’s business requirements.
- Select and configure the hardware and software components of the solution.
- Build a pilot implementation from “bare metal” to the “functional stack”.
- Configure and support the HP Remote Graphics Software (RGS)
- Configure and use the HP Session Allocation Manager (SAM)

For information on how this certification may be used to support partner authorization, consult your regional partner program.

Notes:

This data sheet was last updated 27 April 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: Master ASE – HP StorageWorks [2008]

Availability: 15 July 2008

Overview:

The Master ASE – HP StorageWorks [2008] certification is the flagship certification for all HP storage experts. It is the highest level of achievement for HP Certified Professionals who focus on storage solutions. The professional who earns this certification is uniquely prepared to design and implement the most sophisticated storage solutions to meet customers' needs today and well into the future.

Target Audience:

HP partner, employee or customer technical professionals who design and implement sophisticated enterprise storage solutions.

Requirements Summary:

Candidate must possess 1 prerequisite certification and pass 6 core exams in order to obtain this credential.

Prerequisite:

The candidate must hold at least one of the following certifications:

- ASE – HP StorageWorks [2008] - **or** -
- ASE – HP BladeSystem [2007] - **or** -
- ASE – HP ProLiant ML/DL Servers [2007]

Core Requirement 1:

Exam HPO-J18: Implementing HP StorageWorks EVA Solutions

Recommended Training :

Course # 00071462: Implementing HP StorageWorks Enterprise Virtual Array (EVA)-Rev.8.21

Delivery Format: instructor-led training (ILT) or web-based training (WBT)

Duration: 5 days (instructor-led training (ILT)) or 40 hours (web-based training (WBT))

- **or** -

Course #00071480: Implementing HP StorageWorks Enterprise Virtual Array Solutions - LAB DAYS - Rev.8.21

Delivery Format: instructor-led training (ILT) Lab

Duration: 2 days

Core Requirement 2:

Complete **one** of the following:

Exam HPO-J24: Designing and Implementing HP Enterprise Backup Solutions

- or -

Exam HPO-X02: Designing and Implementing HP Enterprise Backup Solutions (inactive)

- or -

Exam HPO-771: Designing and Implementing HP Enterprise Backup Solutions

Recommended Training :

Course # 00071047: Designing and Implementing HP Enterprise Backup Solutions Rev. 8.21

Delivery Format: instructor-led training (ILT)

Duration: 40 hours

Core Requirement 3:

Complete **one** of the following:

Exam HPO-J26: Designing and Implementing HP SAN Solutions

- or -

Exam HPO-841: Designing and Implementing HP SAN Solutions

Recommended Training :

Course # 00099357: Designing and Implementing HP SAN Solutions Rev. 8.41

Delivery Format: instructor-led training (ILT)

Duration: 3 days

Core Requirement 4:

Complete **one** of the following:

Exam HPO-J19: HP Storage Essentials SRM Standard Edition

- or -

Exam HPO-J21: Designing and Implementing HP Storage Essentials SRM

- or -

Exam HPO-W01: HP Storage Essentials Standard Edition (inactive)

Recommended Training :

Course # 00071282: Implementing Storage Essentials Standard Edition Rev. 7.22

Delivery Format: instructor-led training (ILT) or web-based training (WBT)

Duration: 5 days

- or -

Course # 00071305: Hp Storage Essentials SRM Standard Edition Software Service and Support Rev. 7.43

Delivery Format: instructor-led training (ILT)

Duration: 40 hours

Core Requirement 5:

Complete **one** of the following:

Exam HPO-J27: Advanced SAN Architecture

- or -

Exam HPO-W03: Advanced SAN Architecture

Recommended Training :

Course # 00105778: Advanced SAN Architecture Rev. 9.11

Delivery Format: instructor-led training (ILT)

Duration: 3 days

Core Requirement 6:

Complete **one** of the following:

Exam HPO-J29: Replication Solutions for the HP StorageWorks EVA

- or -

Exam HPO-J11: Replication Solutions for the HP StorageWorks EVA

Recommended Training :

Course # 00097198: Replication Solutions for the HP StorageWorks Enterprise Virtual Array Rev. 8.31

Delivery Format: instructor-led training (ILT)

Duration: 3 days

- or -

Course # 00071049: Replication Solutions for the HP StorageWorks Enterprise Virtual Array Rev. 6.41

Delivery Format: instructor-led training (ILT)

Duration: 3 days

Notes:

This data sheet was last updated 18 March 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Certification Data Sheet

HP Certified Professional Program



Certification: Master ASE – HP StorageWorks [2008] (upgrade from Master ASE – HP SAN Architect – Data Availability Solutions [2005])

Availability: 15 July 2008

Overview:

The Master ASE – HP StorageWorks [2008] certification is the flagship certification for all HP storage experts. It is the highest level of achievement for HP Certified Professionals who focus on storage solutions. The professional who earns this certification is uniquely prepared to design and implement the most sophisticated storage solutions to meet customers' needs today and well into the future.

Target Audience:

HP partner, employee or customer technical professionals who already hold the certification Master ASE – HP SAN Architect – Data Availability Solutions [2005]

Requirements Summary:

Candidate must possess 1 prerequisite certification and pass 2 core exams in order to obtain this credential.

Prerequisite:

The candidate must hold the Master ASE – HP SAN Architect – Data Availability Solutions [2005] certification

Core Requirement 1:

Exam HPO-J15: HP StorageWorks MASE 2008
Delta Exam

Recommended Training :

Course # 00097313 HP StorageWorks Master ASE Delta
2008 – Rev. 9.1

Delivery Format: instructor-led training (ILT)

Duration: 5 days (recommended); could be fewer days as
determined by region

Core Requirement 2:

Complete **one** of the following:

Exam HPO-J24: Designing and Implementing HP Enterprise Backup Solutions

- or -

Exam HPO-X02: Designing and Implementing HP Enterprise Backup Solutions (inactive)

- or -

Exam HPO-771: Designing and Implementing HP Enterprise Backup Solutions

Recommended Training :

Course # 00071047: Designing and Implementing HP Enterprise Backup Solutions Rev. 8.21

Delivery Format: instructor-led training (ILT)

Duration: 40 hours

Notes:

This data sheet was last updated 23 March 2009. The information presented here is for planning purposes only. For the most accurate and complete information about prerequisites and core requirements, consult The Learning Center.

For information on how this certification may be used to support partner authorization, consult your regional partner program.

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Contact information

To learn more about HP Certified Professional Program, visit
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