HP Sales Certified - Autonomy Data Protection Solutions [2014]

This certification validates that you have attained the level of knowledge required to sell HP Autonomy Data Protection solutions. It verifies that you:

- Know the market trends, business drivers, and customer challenges associated with the high-level data protection, and data backup and recovery
- Recognize the market demands and challenges specific to the backup and recovery of an enterprise data center, remote and branch office data, and mobile and personal data
- Can identify the customer demographic that would be targeted for an in-house (enterprise) data protection discussion or for a cloud or service based (SaaS) data protection discussion
- Can articulate how HP addresses these challenges through compelling value propositions that deliver business and IT value

Why earn this certification?

- To align to the standard structure and framework that support the HP selling process
- To play a critical role for customers who are rethinking data protection in the modern data center, helping them solve backup challenges in an era of big data
- To improve your understanding of customers and the big data landscape; qualifying and validating opportunities; and developing and proposing solutions in the data protection and data backup/recovery spaces
- To enhance your credibility when discussing high-level data protection or specific data backup and recovery market trends, business drivers, and challenges with your customers and prospects
- To develop compelling value propositions for data protection and data backup and recovery at scale, demonstrating that you know how to link solution capabilities to customer problems

Candidate

Typical candidates for this certification are sales representatives who engage with customers to discuss, qualify, validate, and develop opportunities in the data protection, and data backup and recovery spaces. These sales professionals position, promote, and propose in-house data protection and cloud/service-based (SaaS) HP Autonomy Data Protection solutions.

Skill level

Sales

Steps to acquire this certification

Before you begin:

Acquire access to The Learning Center and get an HP Learner ID. Then create a profile with Pearson VUE, our exam delivery vendor.

Learn how in the Learning Center Assist Kit.

Step 1: Do you qualify for an upgrade path?

There are no upgrade paths available for this certification.

Step 2: Register or apply for this certification

Register for this certification in The Learning Center.

Step 3: Verify or complete prerequisites

There are no prerequisites required for this certification. Please move to Step 4.

Step 4: Complete recommended training

Training is highly recommended to pass each exam. Training is not required, but it will help prepare you for the exams and increase your chances of passing the exams.

Course #	Course Name	Typical Duration	Format	Register for course
Training for Exam HP2-N50: Selling HP Autonomy Data Protection Solutions				
00909644	HP Data Protector - Granular Recovery Overview	6 minutes	WBT	Take Course
00909642	HP Data Protector Overview	16 minutes	WBT	Take Course
00909647	HP LiveVault Overview	18 minutes	WBT	Take Course
00909739	HP LiveVault Demo	1 hour	WBT	Take Course
00909738	HP Connected Backup Demo	8 minutes	WBT	Take Course
00909645	HP Connected Backup Overview	17 minutes	WBT	Take Course
00888463	Data Protection - Watch an Overview	20 minutes	WBT	Take Course
00909643	HP Data Protector - Integrated Cloud Backup Overview	6 minutes	WBT	Take Course
00909736	HP Autonomy Discovery Conversation - Missed SLA's and Increased Exposure	9 minutes	WBT	Take Course

WBT = Web Based ILT = Instructor Led VILT = Virtual Instructor Led VCR - Virtual Class Recorded SCA = Special Course or Activity

Step 5: Pass the required exams

Complete the following exam:

Exam #	Exam name	Register for exam
HP2-N50	Selling HP Autonomy Data Protection Solutions	Register

Certification achieved

You will receive an email notification 2-5 days after successfully completing all requirements. In addition, your status in The Learning Center will change to "acquired". Track your training and certification progress through your transcripts in The Learning Center.

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