HP Sales Certified - Converged Infrastructure Solutions [2014]

This certification validates that you have the skills to sell HP Enterprise Group Converged Infrastructure offerings. Verify you can help customers solve specific business challenges with end-to-end solutions utilizing HP Server, Storage, Networking and Cloud as well as appropriate services. Skills include segmenting the customer base, aligning selling opportunities to the buying cycle and using sales strategies to select and position solutions to maximum advantage.
ExpertOne Approved:
This course is an HP ExpertOne authorized course designed to prepare you for the associated certification exam. All material to be used and studied in preparation to pass the certification exam is included in this training.

Why earn this certification?

- To demonstrate your knowledge of the complete suite of converged infrastructure products, solutions and services.
- To differentiate yourself from the competition as a solution-focused expert.
- To increase your potential for successful engagements and the possibility of increased sales.
- Certification may help fulfill partner authorization obligations.

Candidate

Typical candidates for this certification are sales and presales professionals who want to increase their knowledge of the HP Enterprise Group products and 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

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-E58	Selling HP Converged Infrastructure Solutions	N/A

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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