

ALM: Quality Management Solution Capabilities for Sales, Series 200



Course description

The risk of poor quality in modern applications can sometimes mean the difference between business success and business failure. Inadequate functional, performance and security testing of applications before they are put into production can result in significant costs measured not only in currency but in a company's reputation and its diminished brand. The "Quality Management Solution Capabilities" module is a closer look at the challenges, capabilities, features and benefits of HP's Quality Management Solutions for the purpose of developing and articulating a value proposition that addresses specific customer pain points such as the increasing costs of distributed performance testing. In this module we will also address specific concerns of the persona's involved in the purchase process of Quality Management Solutions for the purpose of validating the customer need and mapping the most appropriate solution to that need.

Course ID	00907810
Course format	WBT
Typical Course length	30 minutes
Delivery languages	English
Related certifications	<ul style="list-style-type: none"> • HP Sales Certified - Application Lifecycle Management Solutions [2014]

[Take this course.](#)

Take this course in The Learning Center. Login and password required.

Who should attend

SW Employees and Partners; Sales; Partners; Presales

Prerequisites

For specific prerequisites and requirements to achieve any of the related certifications, see the certification description on the HP ExpertOne website.

Topics

- Challenges Addressed by HP QM Solutions
- Solution Capabilities Overview
- HP Quality Center Enterprise
- HP Performance Center
- HP Software Security Center
- Qualifying Conversations
- Value Propositions

Objectives

After completing this course, you should be able to do the following:

Effectively develop and articulate the value proposition of the following HP Quality Management Solutions:

- HP Quality Center
- HP Performance Center
- HP Software Security Center

For more information

HP ExpertOne: www.hp.com/go/ExpertOne-ContactUs

HP ExpertOne Training: www.hp.com/go/ExpertOneTraining

© Copyright 2014 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

Created January 2014, Rev. 1