



HP Connected Backup Overview

Course description

This course provides a high level overview of and introduction to the HP Connected Backup solution. It discusses the challenges remote and mobile devices bring to businesses and the commercial advantage bought about when these devices are effectively integrated into the corporate storage management strategy. It covers the market trends and drivers, customer situations and challenges, solution capabilities, value, customer success examples and a competitive overview.

Who should attend

SW Employees and Partners;

This course is intended for sales resources who will actively engage with their customers and prospects to promote and sell HP Connected Backup solution.

Prerequisites

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

Topics

- PC/Laptop/mobile business drivers/trends
- Customer Challenges
- HP Connected Backup solving these challenges
- Business Value
- Customer Success examples
- Competitive Overview
- Summary

Objectives

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

- Recognize the backup and recovery market demands and challenges associated with remote and mobile devices
- Explain HP's approach to addressing these demands and challenges and the HP Connected Backup capabilities
- Link solution capabilities to business challenges

For more information

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

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

Course ID	00909645
Course format	WBT
Typical Course length	17 minutes
Delivery languages	English
Related certifications	<ul style="list-style-type: none"> • HP Sales Certified - Autonomy Data Protection Solutions [2014]

[Take this course.](#)

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