

Certification Data Sheet

HP Certified Professional Program



Certification: ASP – HP ProCurve Networking [2009]

Availability: 1 September 2009

Overview:

HP ProCurve Networking offers a variety of solutions to meet the networking needs of both large and small businesses. This ASP (Accredited Sales Professional) certification enables sales representatives to develop the fundamental skills to be proficient at selling ProCurve Layer 2, Layer 3, Wireless, Network Management, Network Appliances and WAN products.

Target Audience:

HP partner or employee sales representatives who recommend ProCurve Networking products and solutions

Prerequisites:

None.

Core Requirement:

Exam HP2-Z05: Selling the HP ProCurve Portfolio

Recommended Training :

Course 00114010: HP ProCurve Accredited Sales Professional, Rev 9.31

Delivery Format: Instructor-led training (ILT)

Duration: 1 day

Superseded Certification and Upgrade Path:

ASP – HP ProCurve Networking [2009] replaces the previous certification ASP – ProCurve Networking [2008], which can no longer be acquired after December 1, 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 [2008] 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-Z05.

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 help the sales professional develop the fundamental knowledge and skills to sell a broad range of HP ProCurve Networking technologies and products to meet a customer's specific needs.

Next level of certification:

ASC – HP ProCurve Networking [2009]

Notes:

This data sheet was last updated 02 September 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.

For information on how to prepare for this exam, consult the Exam Preparation Guide available from The Learning Center.