



Learn what's new with your HP Certified Professional Programme

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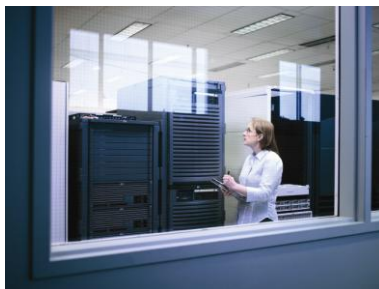
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Important new certifications are coming soon

In the coming months, HP will release a number of certifications that will be quite important to HP channel partners. Please use the information below to plan ahead for your training and certification needs. The certifications are in the areas of:

- [HP ProLiant ML/DL and HP BladeSystem](#)
- [Infrastructure virtualisation](#)
- [ProCurve networking](#)

HP ProLiant ML/DL and HP BladeSystem certifications are getting a major update

Over a period of months, beginning in August 2009, HP will be updating important industry standard server (ISS) certifications. The first to be updated is the AIS – HP BladeSystem [2009] certification, followed closely by APS – HP BladeSystem [2009] and ASE – HP BladeSystem [2009]. In early 2010, we will release the AIS, ASE and APS HP ProLiant ML/DL [2009] certifications. We know that many HP Certified Professionals who work for HP channel partners will be very interested in attaining these updated certifications, so there are several things you should know:

- When a new certification is released, it will supersede the previous version of that certification. Candidates can still attain the superseded certification for *five months* after the release of the new certification. At the end of five months, the old certification can no longer be attained by anyone. If you are working toward the superseded certification, you must complete all your requirements within those five months.
- There are upgrade paths from the [2007] versions of these certifications to the [2009] versions. Because of the extensive changes in technologies, there are no upgrade paths from the [2005] certifications to the [2009] versions. If you hold a [2005] certification, you should complete your upgrade to the [2007] certification before it is no longer available. Otherwise, you must complete all the [2009] requirements in order to attain the newest certification.

The following schedule is tentative and may change, but you can use it for planning purposes.

| New certification | Tentative release date | Superseded certification | Tentative inactive date |
|--|------------------------|--|-------------------------|
| AIS – HP BladeSystem [2009] | 1 August 2009 | AIS – HP BladeSystem [2007] | 1 January 2010 |
| AIS – HP BladeSystem [2009] upgrade from AIS – HP BladeSystem [2007] | 1 August 2009 | | |
| APS – HP BladeSystem [2009] | 15 August 2009 | APS – HP BladeSystem [2007] | 1 January 2010 |
| APS – HP BladeSystem [2009] upgrade from APS – HP BladeSystem [2007] | 15 August 2009 | | |
| ASE – HP BladeSystem [2009] | 1 September 2009 | ASE – HP BladeSystem [2007] | 1 February 2010 |
| ASE – HP BladeSystem [2009] upgrade from ASE – HP BladeSystem [2007] | 1 September 2009 | | |
| AIS – HP ProLiant ML/DL Servers [2009] | 1 January 2010 | AIS – HP ProLiant ML/DL Servers [2007] | 1 June 2010 |
| AIS – HP ProLiant ML/DL Servers [2009] upgrade from AIS – HP ProLiant ML/DL Servers [2007] | 1 January 2010 | | |
| ASE – HP ProLiant ML/DL Servers [2009] | 1 January 2010 | ASE – HP ProLiant ML/DL Servers [2007] | 1 June 2010 |
| ASE – HP ProLiant ML/DL Servers [2009] upgrade from ASE – HP ProLiant ML/DL Servers [2007] | 1 January 2010 | | |
| APS – HP ProLiant ML/DL Servers [2009] | 1 January 2010 | APS – HP ProLiant ML/DL Servers [2007] | 1 June 2010 |
| APS – HP ProLiant ML/DL Servers [2009] upgrade from APS – HP ProLiant ML/DL Servers [2007] | 1 January 2010 | | |

Take note of the following dates when [2005] certifications can no longer be updated to [2007] certifications:

| Upgrade path | Last date to attain |
|--|---------------------|
| AIS – HP BladeSystem [2007] upgrade from AIS – HP ProLiant Servers [2005] | 1 February 2010 |
| ASE – HP BladeSystem [2007] upgrade from ASE – HP ProLiant Servers [2005] | 1 February 2010 |
| AIS – HP ProLiant ML/DL Servers [2007] upgrade from AIS – HP ProLiant Servers [2005] | 1 June 2010 |
| ASE – HP ProLiant ML/DL Servers [2007] upgrade from ASE – HP ProLiant Servers [2005] | 1 June 2010 |

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Coming soon: new HP infrastructure virtualisation certifications

As more and more customers consider the benefits and methods of transforming their business and IT processes, it is clear that virtualisation technologies and solutions are playing an increasing role in the planning and implementation of data centres. HP already offers certifications that cover virtualisation from a specific product viewpoint, such as BladeSystem and desktop clients. In September, HP will introduce two new infrastructure virtualisation certifications that provide a broader, more solution-focused coverage. The sales and pre-sales certifications position infrastructure virtualisation within the Adaptive Infrastructure pillar of the HP Business Technology portfolio. They will provide partners the competency to position, differentiate, design and scale the different virtualisation offerings across HP server, storage, desktop and services offerings.

The certifications are:

- ASC – HP Virtualization Solutions [2010]
- APC – HP Virtualization Solutions [2010]

Together, the two certifications will enable HP Channel partners to:

- Increase pre-sales and sales competencies related to HP infrastructure virtualisation solutions.
- Position appropriate virtualisation solutions based on a range of customer business needs.
- Perform the planning and design required to deploy optimum virtualisation solutions enabled by HP server, storage, software, desktop and services solutions.
- Compare and position the HP infrastructure virtualisation portfolio with competitive vendor virtualisation strategies and articulate the comparative benefits of the HP solutions.
- Drive sales from a solution perspective.

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New networking certifications help HP channel partners lead with ProCurve

Coming in September and October, HP will release new ProCurve sales and technical networking certifications to help our channel partners learn to lead with ProCurve and win against Cisco.



The ASP – HP ProCurve Networking [2009] certification will help the sales professional understand the ProCurve value proposition, the full ProCurve product portfolio and how to position ProCurve networking solutions in a variety of situations. The ASC – HP ProCurve Networking [2009] certification that is already available will help the sales consultant focus on customers' mission-critical business goals and design comprehensive networking solutions that span security, mobility, convergence and network management requirements that best meet these needs—both today and into the future.

The ASE – HP ProCurve Campus LAN [2010] and Master ASE – HP ProCurve Campus LAN [2010] certifications will help technical professionals with Cisco networking expertise quickly learn what they need to know about ProCurve. Both certifications are “fast track” - that is, they build on your existing networking knowledge and help you understand how ProCurve is different from Cisco. This means that you spend less time training and more time on the job.

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Certification exam integrity

Stop! Don't download those exam preparation materials! Don't risk your job!



Would you compromise your personal integrity - and risk your job or IT career - just to pass a certification exam? No, of course not. But that is exactly what you are doing if you ever use certification exam "study materials" from any of the hundreds of "test preparation" Web sites. (You know these Web sites - they advertise "exam training tools" and "guaranteed success.")

These sites advertise high-quality practice questions and answers that prepare you to take the real test. However, HP does not work with these companies and we never provide them with any of the materials they sell to certification candidates. In fact, many of these Web sites are selling intellectual property that belongs to HP and which they do not have a right to sell. How do we know this? The only official materials HP provides to help candidates prepare to take certification exams are the Exam Preparation Guides that we distribute for free through The Learning Centre.

The HP Certified Professional Programme "[Candidate Agreement](#)" - which must be accepted by every candidate prior to taking an HP certification exam - states that "obtaining or purchasing a copy of the HP Certified Professional Programme Certification exam or any question within an HP certification exam" is a form of cheating. The HP Certified Professional Programme Terms and Conditions state that cheating is sufficient cause for HP to revoke your certification. If you work for an HP channel partner, your loss of certification status could impact your employer's authorisation to sell HP products and services.

Many certification candidates do not realise that they are cheating when they download "study" or "test preparation" materials. Help us to spread the word that use of these materials is wrong, and help us to preserve value in your HP certifications.

For more information on the ramifications of cheating, read "[Exam preparation can put your career at risk](#)" in Network World.

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Your programme benefits

NEW!! HP Certified Professional ID cards - what are they and how can you get them?

HP Certified Professional Programme ID cards are now available as a new benefit for all HP Certified Professionals. An electronic ID card is available for each certification that you hold. Each card displays your HP Certified Professional level insignia (such as Master ASE), as well as your name, HP Learner ID and certification title. A sample card is shown here. The ID cards complement to your e-certificate and are available for download from the HP Certified Professional Benefits Dashboard.



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How to access your HP Certified Professional Programme benefits

Are you making full use of your HP Certified Professional Programme benefits? Your benefits dashboard is customised specifically for you according to your certification(s) and your region of the world. You have access to: special tools and software downloads to help you do your job; HP Certified Professional insignias to place on your business cards and marketing materials; printable electronic certificates and ID cards to display your certification achievements; and a web store where you can order HP Certified Professional merchandise. Depending on your certification, you may be eligible for additional benefits.

For HP employees

If you work for HP, you can access your benefits via an internal Web site located [here](#).

For all other HP Certified Professionals

If you work for an HP channel partner or customer, you can access your benefits via your regional partner portal. Login to the partner portal and then click *Train & certify*. Under the *Details* menu, click *Certification programme*. Under the menu *For HP Certified Professionals only*, click *My benefits*. This brings up your customised benefits dashboard.

If you have not yet acquired access to your regional partner portal, [visit the HP Partner Learning website](#) at <http://www.hp.com/partnerlearning> to [get instructions for accessing your regional partner portal and The Learning Centre](#). This is the only way to access your training, certification and benefits, even if you do not work for an HP channel partner.

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The Learning Centre

Do not lose your HP learning and certification history!

In December 2008, the HP Certified Professional Programme adopted a new learning management system called The Learning Centre. If you had a learning and/or certification history with HP prior to last December, your transcript information was migrated to The Learning Centre. If you have not already done so, you need to take action now to complete that data migration by associating your history with a new profile in The Learning Centre. Failure to do so may mean the loss of your certification and learning history for which you have worked so hard.



Follow the easy steps outlined in the assist kit to fully migrate your learning history to The Learning Centre. You will find step by step instructions at http://www.hp.com/partnerlearning/documents/assist_kit/Step_3.pdf.

After this process is complete, logout of the portal and login again. Go to the "Train & certify" page. You should see "Access fully enabled" under the Status label. When you click on "Access The Learning Centre," you should see your training and/or certification history. Now you can select new curricula or training courses and track your career development progress in The Learning Centre.

If you need assistance with this process, go to the [partner/customer assist tool Web site](#) and follow the instructions provided on the home page called Contact/support Information.

Thank you for completing this action item and helping us ensure your learning and certification achievements are accurate and assigned to your personal profile in The Learning Centre.

[Visit your partner portal to preserve your certification and learning history.](#)

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New partner/customer “assist” tool for The Learning Centre

For several months, we have been telling you about The Learning Centre, the powerful new learning management system that you will use to access all your HP training and certification information. If you have not mastered The Learning Centre yet and still have questions about access or use, we encourage you to go through the HP partner/customer assist tool to find your answers.

The assist tool has information on:

- Obtaining a Smart Portal/Partner Portal login ID
- Locating your former Student ID
- Accessing the Train & certify page
- Accessing and navigating The Learning Centre
- Recovering your previous learning history
- Tips and techniques to help you locate the information that you need

Access the partner/customer assist tool at http://www.hp.com/partnerlearning/assist_kit/.

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New certifications now available

We update our list of certifications frequently based on the evolving needs of the technology market. These [new certifications](#) are designed to keep you at the peak of your performance. Get the details about each certification in The Learning Centre.

- [ASP – HP Client Virtualization \(Remote Client Solutions\) \[2009\]](#)
- [APC – HP ProLiant Server Solutions \[2009\]](#)
- [AIS – HP Network Node Manager-i Software v8](#)
- [AIS – Specialty in HP LeftHand SAN Solutions \[2009\]](#)
- [AIS – HP BladeSystem \[2009\]](#)
- [ASE – HP ProCurve Networking & Mobility \[2009\]](#)

Sales professionals: Get prepared to sell client virtualisation solutions

Virtualised client solutions, also known as Remote Client Solutions, are hardware and software components that work together through standard network connections to deliver client computing to end users. They can be accessed through any number of “thin” devices including standard and mobile thin clients as well as traditional desktop and notebook access devices. By centralising computing resources in the data centre, customers can benefit from choice and flexibility to standardise hardware and tool sets across their IT environment—without compromising the end-user experience. With HP Remote Client Solutions, customers get a breadth of capabilities and flexibility to match the right level of desktop computing services to specific application demands. The result is greater security, more privacy, better manageability, higher end-user productivity, and lower total cost of ownership.

The ASP – HP Client Virtualization (Remote Client Solutions) [2009] certification and the associated training will help the sales professional in his or her role of selling the full portfolio of Remote Client Solutions to a range of customers.

[Learn more about the ASP – HP Client Virtualization \(Remote Client Solutions\) \[2009\] certification](#)

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Get ready to succeed in the fast-growing market for HP ProLiant server solutions

According to the IDC, HP is number 1 in worldwide server shipments, with good reason. Small and large enterprise businesses alike know they can rely on the HP ProLiant family of services and solutions for greater data centre efficiency, and greater control over their systems.

Do you want to get in on the opportunities? Now is the time to get trained and certified so that you are ready to help your company's sales team deliver HP ProLiant server solutions to customers. The new certification APC – HP ProLiant Server Solutions [2009] arms the pre-sales professional with the skills and knowledge to plan and design commercial and enterprise business solutions based on HP ProLiant servers and their associated technologies, including power and cooling infrastructure support, storage options, enclosures and racks, Virtual Connect, network connectivity and management software.

[Learn more about the APC – HP ProLiant Server Solutions \[2009\] certification.](#)

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Discover and resolve network problems with this software certification

HP Network Node Manager i (NNMi) and NNMi Advanced software and the HP NNM i Smart Plug-in modules help your IT organisation to reduce the business risk of downtime and increase network service levels. These products help you rapidly discover network problems through automatic root cause analysis that maintains accuracy even when the network changes. In addition, through unified workflows enabled by advanced integrations, you can repair network faults with HP Network Automation software. You can also implement and automate incident management as described in IT Infrastructure Library (ITIL) v3.

Taking the training and attaining the AIS – HP Network Node Manager-i Software v8 certification ensures that you have the skills and knowledge to integrate and use the NNMi software to discover and resolve network problems.

[Learn more about the AIS – HP Network Node Manager-i Software v8 certification](#)

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Expand the range of storage solutions you offer to customers

With the acquisition of LeftHand Networks Inc. in early 2009, HP added midrange offerings to its suite of iSCSI storage solutions. HP channel partners can now address the full range of customer segments. Customer needs at the low end of the market are met with the HP StorageWorks Modular Smart Array (MSA) product line. The high end is addressed by the HP StorageWorks Enterprise Virtual Array (EVA) line. The HP LeftHand SAN solutions fulfil customer needs in between.

The AIS – *Specialty in* HP LeftHand SAN Solutions [2009] certification and training ensure that HP channel partners are prepared to design storage solutions based on the HP LeftHand SAN technologies, and provide installation, configuration and startup services.

[Learn more about the AIS – *Specialty in* HP LeftHand SAN Solutions \[2009\] certification](#)

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Integration specialists learn to work with the HP BladeSystem portfolio of products

Since their introduction just a few years ago, more than a million HP BladeSystems have been purchased by customers all around the world. Because a BladeSystem is an infrastructure in a box, customers can build vital solutions to support their businesses—solutions that are more affordable, take less time to maintain, use less power and are ready to grow with the business. In particular, HP BladeSystems are extremely popular as a platform for virtualisation and server consolidation.

HP blades range from servers and storage devices to workstations and virtual desktops. Each blade is inserted

into the BladeSystem enclosure which provides redundancy, network connections and a more efficient, shared power and cooling design. A variety of tools are also built-in to help setup and maintain the blades.

If you are an integration specialist who works with industry-standard servers, the AIS – HP BladeSystem [2009] certification will help prepare you to work with the HP BladeSystem portfolio of products and solutions.

[Learn more about the AIS – HP BladeSystem \[2009\] certification](#)

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New ProCurve technical mobility training in the ASE certification track

The HP ProCurve product and solution offerings have expanded greatly in the last year, especially in the mobility area. The mobility portfolio was vastly expanded with the purchase of Colubris Networks in November 2008.

The new ASE – HP ProCurve Networking & Mobility [2009] certification enables technical pre- and post-sales specialists to offer tailor-made mobility solutions to their customers based on the new MultiService Mobility products and solutions ProCurve has to offer. In today's economically challenging environment, ProCurve's mobility portfolio offers affordable solutions ranging from SMB to Enterprise.

The training associated with ASE – HP ProCurve Networking & Mobility [2009] provides a technical introduction to the ProCurve MSM product family. It introduces the product features, functionality, installation, configuration, verification and troubleshooting of the MSM product family.

[Learn more about the ASE – HP ProCurve Networking & Mobility \[2009\] certification.](#)

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Inactive certifications

Certifications going inactive

The following certifications are going inactive and can no longer be acquired once they are inactive. All of these certifications are being replaced by newer, more up-to-date certifications. A new certification version is released when there is a significant change in a skill, product or technology.

Inactive certifications continue to be recognised as part of the HP Certified Professional Programme and remain valid towards programme benefits. If you are working towards acquiring a certification with an inactive date assigned, you must complete the requirements and acquire the certification before the inactive date; otherwise, you will need to acquire the new version of the certification.

An inactive certification will still appear in your record of certifications. However, HP partner programmes may not accept inactive certifications as qualifications for the partner programme. Check with your regional partner programme for more information.

| Certifications becoming inactive | Planned inactive date | The inactive certification is replaced by |
|---|------------------------------|--|
| ASP – HP Imaging and Printing Supplies [2008] | 1 October 2009 | ASP – HP Imaging and Printing Supplies [2009] |
| ASC – HP Enterprise Storage Solutions [2005] | 1 August 2009 | ASC – HP Enterprise Storage Solutions [2009] |
| APC – HP Integrity Servers [2006] | 1 September 2009 | APC – HP Integrity Servers [2009] |

| | | |
|--|-------------------|---|
| APC – HP ProLiant Server Solutions [2006] | 1 January 2010 | APC – HP ProLiant Server Solutions [2009] |
| ASE – HP Consolidated Client Infrastructure [2006] | 15 September 2009 | AIS – Remote Client Solutions [2009] |
| ASE – ProCurve Networking & Mobility [2008] | 1 December 2009 | ASE – ProCurve Networking & Mobility [2009] |
| AIS – HP BladeSystem [2007] | 1 January 2010 | AIS – HP BladeSystem [2009] |
| APS – HP BladeSystem [2007] | 15 January 2010 | APS – HP BladeSystem [2009] |

(Note: Inactive dates may change depending on the availability of the replacement certifications.)

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Regional news – Europe, Middle East and Africa

Get more from your partnership with HP through Partner Fundamentals 2010

With more value-based sales content that enables you to profit from the Preferred Partner Programme, as well as other solution sales opportunities across the HP portfolio, our newly updated 2010 HP Partner Fundamentals sales certification definitely deserves a closer look.

HP's recently launched 2010 Partner Fundamentals sales certification is designed to help you maximise sales and margin opportunities. The new content includes a module on HP as one company; optional Business Unit deep dives; a new sales module on selling pipeline management; and further details on invaluable partner tools, information and how to maximise compensation – all completed in just two hours!

The ASP – HP Partner Fundamentals [2010] training and certification exam is mandatory for any new partner who has not completed the [2009] version in order to be eligible for Preferred Partner Programme membership.

In line with HP's aim of enhancing efficiency and freeing-up staff time for sales development, HP Partner Fundamentals 2010 reduces training time significantly. In fact, training can be completed in *just two hours* with an exam lasting only 30 minutes.

If you are a current Preferred or Gold Preferred Partner, you will not have to re-take this training. This means that existing partners in 2009 who have already completed their baseline Preferred Partner certifications in 2008/2009 will *not* have to re-certify for membership to the 2010 Preferred Partner Programme. However, we still encourage you to take the training and exam as they offer the opportunity to gain an insight into HP's current sales objectives.

Do not delay pursuing this invaluable opportunity! The Accredited Sales Professional (ASP) – HP Partner Fundamentals [2010] certification training can be ordered on DVD from your local Partner Learning Manager or accessed through The Learning Centre. The training is available in five languages.

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ESS Summits coming in November and December 2009

You will shortly be receiving an invitation to the HP Enterprise Technology Summits. The 2009 events, which last 3 ½ days each, will cover enterprise server and storage solutions; StorageWorks; Industry Standard Servers; Business Critical Servers; Scalable Computing Infrastructure; Energy Efficiency; ProCurve Solutions; ESS and HP Software. There will also be a strong focus on management and virtualisation, with sessions covering SAP, Oracle and Microsoft.

Notable enhancements for 2009 include:

- More sessions on how to outperform the competition (e.g. IBM, Dell, Sun and Cisco)
- New hands-on labs for Insight Orchestration and Insight Dynamics VSE
- More sessions on ProCurve Solutions
- New pre-sales tools focusing on total cost of ownership and return on investment
- More repeated sessions so you can attend more of those that you want

At this intense annual training event, you will gain up-to-the-minute technical knowledge and make valuable contacts while completing your Continuous Learning 2010 plans.

Two events are scheduled in the coming months – in the UK and Germany. Register yourself before 31 August 2009 and only pay €1,600 - a saving of €100. Please note that registration fees after 31 August 2009 will be €1,700 per person and include:

- Attendance at the summit and link to conference materials
- Morning and afternoon tea and lunches during the sessions
- Welcome cocktail and gala dinner
- Onsite testing facilities
- Accommodation for 4 nights

Do not miss out on this opportunity to boost your skills, grow professionally and continue your journey to the top! Space is limited, so register early to avoid disappointment.

To register for the Birmingham event between 3 - 6 November 2009, and the Boeblingen (Germany) event between 1 - 4 December 2009, please go to the Smart Portal, Train & certify, and click on local learning & events, alternatively [click here to register](#) today!

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Partner Corner

The Solution Demo Portal has a variety of HP product demonstrations

One of the benefits of being an HP Certified Professional is having access to tools to help you do your job better. Now there is a direct link to the HP Solution Demo Portal (SDP) on your benefits Web page. HP SDP is an online resource with a variety of demonstrations of HP products and software. The portal also hosts webinars and supporting collateral.

Live and pre-recorded demonstrations feature HP hardware, software, services and partnerships in an exciting multimedia format to show how HP can help solve your customers' business and IT problems.

HP SDP and other programme benefits are available through the HP Certified Professional Programme Benefits Dashboard, accessed by HP channel partners through the [HP Smart Portal/Partner Portal](#). Login to the partner portal and then click *Train & certify*. Under the *Details* menu, click *Certification programme*. Under the menu *For HP Certified Professionals only*, click *My benefits*. This brings up your customised benefits dashboard.

If you have not yet acquired access to your regional partner portal, [visit the HP Partner Learning website](#) at <http://www.hp.com/partnerlearning> to [get instructions for accessing your regional partner portal and The Learning Centre](#). This is the only way to access your training, certification and benefits.

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Keep your skills up-to-date through Continuous Learning


In these challenging times, keeping up to date is critical to maintaining your competitive advantage. HP now offers a superb opportunity to sharpen your business and technical skills through a new Continuous Learning programme. Continuous Learning provides you with instant access to a selection of up-to-date training courses and new product introductions (NPI) that build upon the certifications that you already hold.

Continuous Learning helps you keep your knowledge of the latest HP products, solutions and technologies up-to-date - resulting in improved customer engagement, shorter sales cycle and improved revenue and margin opportunity through cross- or up-selling.

Getting started is easy with our user guide, which explains in easy steps how to access the Continuous Learning paths and activities. To access the user guide and to find out further information, just log in to your regional [Smart/Partner Portal](#), select "Train & certify" from the menu, select "Continuous learning" in the "Details" section of the Train & certify page, then click the link under "View Programme details."

Participate in as many of these activities as is relevant to your area of expertise before the end of the 2009 programme on 31 October 2009. HP highly encourages you to take multiple activities and to check back frequently for new content and activities. Each activity, on average, lasts two hours. [Login now](#) to keep your skills razor sharp!

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