

Planning & Designing HP Enterprise Solutions

Duration: 3 Days **Course Code: 141782**

Overview:

The Planning and Designing HP Enterprise Solutions training is a comprehensive three-day course that delivers the technical presales information necessary to help participants provide the technical support needed during the sale of HP enterprise-class products and solutions, including the positioning of these solutions. A series of comprehensive lab assignments reinforces learning concepts.

Target Audience:

This course is intended for Technically oriented subject matter expert (SME) such as an Accredited Systems Engineer (ASE) who has little experience and expertise in presales, Sales-orientated SME with adequate experience and expertise in technical details and students with an earlier, expired Accredited Presales Professional (APP) certificate for a different field such as BCS, ISS or NSS.

Objectives:

- Describe planning and designing principles and best practices.
- Explain mandatory and optional customer requirements.
- Describe HP sizing tools and explain why it is important to size and configure solutions according to the customer's requirements.
- List the sizing tools for industry standard applications and where to locate them.
- Describe the tools and resources available for implementing the solution.
- Provide a description of methods and resources for solution validation.
- Identify current expansion opportunities that can lead to up-selling and cross-selling products and services.
- Describe planning and designing guidelines for the HP product line.
- HP Integrity Blades.
- HP ProCurve network solutions.
- Describe planning and designing guidelines for the operating system.
- Linux.
- HP-UX.
- VMWare.
- List and describe the different perspectives from which the existing infrastructure needs to be analysed.
- Describe the different types of HP Care Pack services and locate the HP Care selector tool.
- Describe the tools and resources available for implementing a solution.
- Describe SalesBUILDER for Windows and HP eConfigure Solutions tool and describe how they are used to configure customer solutions.
- Identify and describe tools used to locate and validate the supported parts for each individual hardware component.
- List the explanations of the proposed solution that the customer expects.
- Identify future expansion opportunities and the considerations that should be taken into account when sizing a solution.
- HP Business Critical Servers portfolio.
- HP StorageWorks solutions.
- HP ProCurve portfolio.
- Microsoft Windows Server.
- Sun Microsystems Solaris.
- OpenVMS.
- Operating system deployment tools.

Prerequisites:

- At least one year of experience selling or supporting the sale of IT

technology or a class of IT solutions within the enterprise segment.

- Basic understanding of network, storage, server, security, database, and operating system environment concepts and technologies.
- Successful completion of a sales skills training class.
- Successful completion of the Technical Essentials for HP Products course (WBT) with a passing score on the associated exam.

Further Information:

For More information, or to book your course, please Call/Email us on : - +254 713 027 191

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