Selling HP Integrity Server Solutions, Rev. 10.21

Duration: 2 Days   **Course Code: 172133**

Overview:

This course provides a detailed insight into the business value of the HP Business Critical Systems and HP Integrity solutions, customer IT and business challenges and how to sell the business value of these solutions.

Target Audience:

This course is suitablefor anyone involved in selling mission critical solutions.

Objectives:

- Understand the converged infrastructure market trends and HP solutions and how to present the concepts in business value terms.

- Apply a business value model to selling mission critical solutions.

- Use a structured questioning skills process to uncover and create business needs.

- Propose the most appropriate HP Business Critical and Integrity solutions in line with customer needs.

- Understand financial metrics as employed by customers when judging major IT investments.

- Describe the benefits of the HP Financial Services solutions and how to position these in commerical language.

- Know how to build a business proposal and present to customer senior management.

- Identify business opportunities for mission critical solutions.

- Describe "mission critical" market trends and challenges facing IT and business users today.

- Describe the HP unique selling points for mission critical solution. Plan and execute effective customer sales meetings that make maximum progress for both parties.

- Use a structured Qualification methodology to assess and track sales opportunities.

- Describe the key HP mission critical services.

- Know how to build a business case for investment in HP Integrity solutions using the Alinean ROI and TCO tools.

- Know how to position the value of the wider HP ESSN portfolio in context of customer needs.

- Know where and how to locate sales resource information.

Further Information:

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

KENYA - training.kenya@clclearningafrica.com

TANZANIA - training.tanzania@clclearningafrica.com

UGANDA - training.uganda@clclearningafrica.com

RWANDA - training.rwanda@clclearningafrica.com

BURUNDI - training.burundi@clclearningafrica.com

ETHOPIA - training.ethopia@clclearningafrica.com