

# Planning & Designing HP Enterprise Solutions

141782



**Delivery Type:** Classroom

**Duration:** 3 days

## 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.

## Pre-Requisites

- ✓ 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.

## 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.
- ✓ 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.
- ✓ Identify current expansion opportunities that can
- ✓ 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.