

Technical Introduction to the HP Enterprise Portfolio Rev. 11.41

Learning Center ID: 00400240

HPES Course ID: HH699

Course duration: 5 days

Partner registration and class information

To view a schedule of classes and to register online for this course, [click here](#). Then call 1-800-472-5277 (US) or 1-800-563-5089 (Canada) to provide your method of payment.

Dates: May 14–18, 2012

July 16–20, 2012

Location: Virtual

Format: Virtual, instructor-led training

Price: \$4,250 USD

Audience

An HP employee, a channel partner, or a customer who needs an introduction to the HP Enterprise Servers, Storage, and Networking (ESSN) portfolio and needs to learn how to describe, position, and recommend the correct product or solution that solves a specific customer requirement.

Course description

Technical Introduction to the HP Enterprise Portfolio is a comprehensive five-day instructor-led course that delivers the technical presales information necessary to help participants provide the technical support needed during a sale of HP enterprise-class products and solutions. Specifically, you should be able to:

- Analyze the enterprise customer requirements
- Articulate the HP Converged Infrastructure vision, design principles, components, and differentiators
- List and describe the Converged Infrastructure enabling technologies, such as virtualization, partitioning, consolidation, and business continuity solutions
- Describe and position HP enterprise servers, storage, networking, software (operating system, management and application), tools, and services
- Identify leading competitors and explain HP strengths
- Use the appropriate tools to make recommendations for the optimal HP product or solution to solve customers' business needs

Certifications

- HP Technical Certified II—Enterprise Solutions [2012]]

Exam

- HPO-D13: Technical Introduction to the HP Enterprise Portfolio

Cancellation policy

Registration may be cancelled without tuition charge if HP training registration receives notification of cancellation eleven days prior to the class.

Visit the HP Education Services website for [cancellation policy](#) details.

For assistance

If you need registration assistance, please call:

- 1-800-472-5277 (US)

- 1-800-563-5089 (Canada)

If you have questions or need assistance, regarding the ExpertONE program, certifications, exam inquiries, or The Learning Center (TLC) send an email to Expertonesupport.na@hp.com or call 1-800-273-4812 (Option 4, Option 3).

Questions regarding HP Partner Portal should be directed to HPPartnerPortalSupport@hp.com.

