

# HP Care Pack Services for ProLiant Training

## How to Build a Quote—HF385E/HF385A1

HP Education Services delivers the in-depth, hands-on training your customers need to successfully deploy, configure, and manage HP ProLiant/BladeSystem solutions. Be sure to use the *HP Care Pack for ProLiant Training (HF385E/HF385A1)* when adding education credits to your sale.

- HP Sales Reps get quota credit for selling HF385E/HF385A1
- Channel Partners get margin credit for selling HF385E/HF385A1
- Customers can redeem their Care Pack for any training offered by HP Education Services ([www.hp.com/education](http://www.hp.com/education))

### How to Build a Quote: HP Care Pack Services for ProLiant Training

Fixed Volume Product Number HF385E/Flexible Value Product Number HF385A1

#### 1. Determine the courses needed to satisfy the customer's training goals.

- Visit the ProLiant curriculum at [www.hp.com/education/sections/proliant](http://www.hp.com/education/sections/proliant).
- Select the courses that address the customer's training goals.

#### 2. Note the duration (number of days) for each course. (or refer to the box on the right)

#### 3. Identify the number of students that will attend each course. .

#### 4. Compute the order quantity (number of training units).

One Training unit is equal to one day of training. The order quantity equals the total number of training days required. To calculate the number of units for each class, multiply the number of training days by the number of students.

#### 5. Prepare the quote/order for Product Number HF385E (fixed) or HF385A1 (flexible).

Use the total number of days as the quantity.

Example:

1. Course: HP CloudSystem Matrix: Infrastructure Administration (HK920S)
2. Course duration: 3 days
3. Number of students: 2 students
4. Compute the order quantity (units): 2 (students) x 3 (days duration) = 6 units

#### 5. Quote details:

- **Quantity: 6**
- **HP SKU or Product Number: HF385E (fixed) or HF385A1 (flexible)**

**Note:** Each HF385E/HF385A1 Care Pack unit can be redeemed for one day of ProLiant training. If the customer chooses to use the *HP Care Pack for ProLiant Training* for *VMware* or non-ProLiant related courses, a *dollar value equal to the course price* will be redeemed from the Care Pack rather than the number of days.

### Buy more. Save more.

With Care Packs that exceed \$5K, your direct customer may qualify for a quantity discount. To calculate dollar value, multiply the number of units by the unit dollar value of \$800 USD (\$880 CDN). —Please contact your HP Education Consultant for additional information.

#### Top ProLiant Courses

- ✓ *HP BladeSystem Administration: c-Class (HE646S)*— 3 days
- ✓ *HP Insight Foundation (HE643S)*—2 days
- ✓ *HP Virtual Connect for HP BladeSystem (HK758S)*— 3 days
- ✓ *HP Systems Insight Manger (SIM) (HK756S)* — 2 days
- ✓ *HP Insight Control Advanced Topics (HK757S)* —3 days
- ✓ *HP CloudSystem Matrix: Infrastructure Administration (HK920S)*—3 days
- ✓ *HP Insight Control Server Deployment (HE645S)*—3 days
- ✓ *HP Insight Power Management (HK760S)* — 2days

Or Select from the [curriculum](#)

#### Top VMware Course

- ✓ *VMware vSphere 5.0: Install, Configure, Manage (HL235S)* — 5 days

#### CONTACT Information

For more information, visit **HP Education Services** online or contact your HP Education Consultant or HP Authorized Reseller.

**To register**, go to [www.hp.com/education](http://www.hp.com/education)  
OR Contact the HP Education Services Customer Registration Center:

**US:** 800-472-5277  
(800-HP CLASS)

**Canada:** 800-563-5089

[»»Visit HP Education Services](#)

[»»Visit our ProLiant curriculum](#)

