



**Hewlett Packard
Enterprise**



FY21 PARTNER READY CERTIFICATION AND LEARNING CRITERIA GUIDE

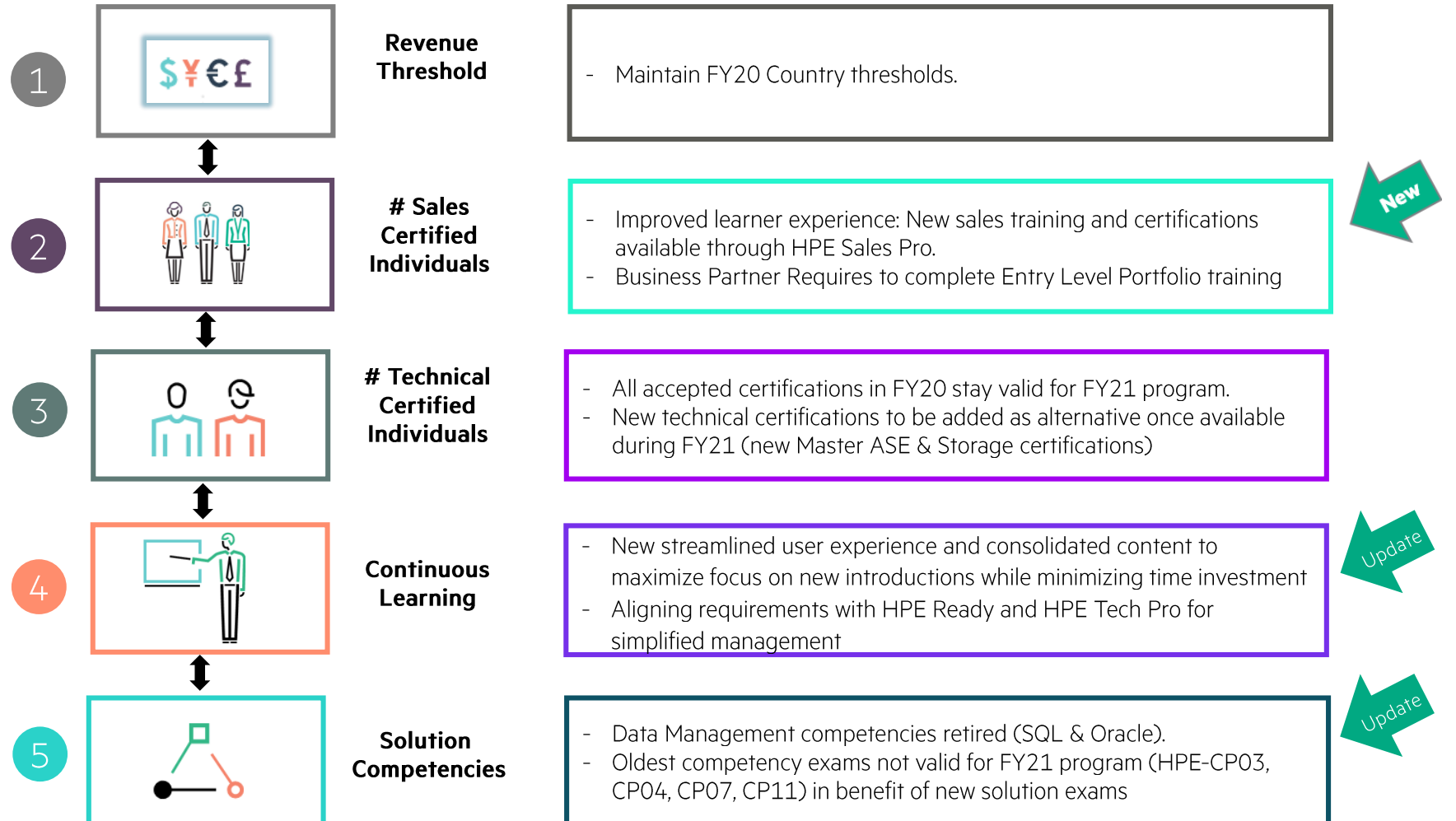
APAC - V1

October 31st, 2020

WHAT'S CHANGING – FY21 PARTNER READY REQUIREMENTS

Stable criteria for FY21:

- No additional criteria
- Focusing at updating or maintaining certifications & continuous learning badges achieved already



WHAT'S CHANGING – FY21 REQUIREMENTS

Sales certifications

Launch Date : Nov 16th

FY21 Certifications	FY21 Certifications	What's changing
HPE Sales Certified - Hybrid Cloud Solutions [2020]	HPE Sales Certified – Edge to Cloud Solutions [2021]	Available from Sales Pro Learning Center (SPLC).
HPE Sales Certified - Product Portfolio [2020]	HPE Sales Certified – Entry Level Solutions [2021]	<p>Certifications include completing the training modules & assessments within Sales Pro (no separate exam anymore in Pearson Vue)</p> <p>Graduated pricing based on how early in the year the training is completed. \$60 in Q1, \$120 in Q2, \$180 in Q 3&4</p>

FY21 Training Completion	What's changing
Business Partners to complete HPE Entry Level Solutions, Rev. 20.21	Available for free from Sales Pro Learning Center (SPLC).



FY21 HYBRID SALES CERTIFICATIONS: INNOVATIVE, MODULAR, FOCUSED

- New innovative enablement approach helps partners quickly align with HPE strategies
- Modular and on the go learning environment via the new Sales Pro Learning Center
- Early partner adoption reduces their costs and potentially drives 2x sales out growth*

HPE Sales Certified – Edge to Cloud Solutions [2021]

Learn to identify EaaS opportunities from the edge to the cloud. By learning to engage customers in strategic IT conversations, partner can uncover business needs and qualify customers for HPE solutions.

Length: 2.5 hrs



Module 1:
Understanding
Technology
Trends



Module 2:
Bridging to
the Future
with HPE



Module 3:
Partnering
with HPE to
Deliver
as-a-Service



Module 4:
Expanding
Your
Transactional
Sales

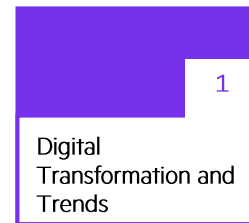


Assessment

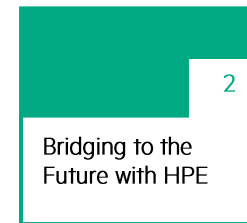
HPE Sales Certified- Entry Level Solutions [2021]

Product focused certification helps partners identify sales opportunities in small to medium size businesses. Includes HPE compute, storage, hyperconverged, and networking solutions as well as HPE Pointnext and HPE Financial Services

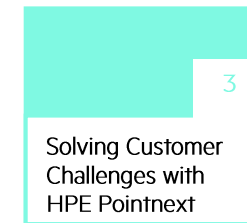
Length: 5 hrs



1
Digital
Transformation and
Trends



2
Bridging to the
Future with HPE



3
Solving Customer
Challenges with
HPE Pointnext



4
Solving Customer
Challenges with HPE
Financial Services



5
Selling the HPE
Compute Portfolio



6
Selling the HPE
Storage Portfolio



7
Selling the HPE
Hyperconverged
Portfolio



8
Selling the HPE
Networking
Portfolio

* Internal research shows that sales certification compliant partner organizations typically see a 2x sales out growth, year over year, compared to partners that are not compliant.

WHAT'S CHANGING – FY21 REQUIREMENTS

Technical criteria for FY21 for Hybrid IT specializations



**Maintain your
“current”
status**

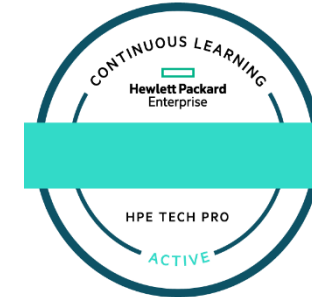
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HPE certification

+

2 x




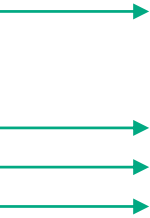


Continuous Learning Badges

All accepted certifications in FY21 stay valid for FY21 program.

Maintain your existing badges & collect new ones to expand your skills




















Hybrid IT	Valid Certification for FY21 (and FY22 readiness)
Master ASE	<ul style="list-style-type: none"> • HPE Master ASE – Hybrid IT Solutions Architect V1 • HPE Master ASE - Advanced Server Solutions Architect V3 • HPE Master ASE - Storage Solutions Architect V3
ASE	<p>Covering all portfolios:</p> <ul style="list-style-type: none"> • HPE ASE - Hybrid IT Solutions Architect V1 <p>Server (Compute) portfolio:</p> <ul style="list-style-type: none"> • HPE ASE - Server Solutions Architect V4 • HPE ASE - Synergy Solutions Integrator V1 • HPE ASE - Composable Infrastructure Integrator V1 <p>Storage portfolio:</p> <ul style="list-style-type: none"> • HPE ASE - Storage Solutions V4 (NEW) • HPE ASE - Storage Solutions Architect V3 • HPE ASE - Storage Solutions Integrator V2
ATP	HPE ATP – Hybrid IT Solutions V1 or V2

CERTIFICATION CHANGES FOR FY21 HYBRID IT SPECIALIZATIONS

Hybrid IT	Certifications that were valid in FY21		Valid Certification for FY21 (and FY22 readiness)
Master ASE	<ul style="list-style-type: none"> HPE Master ASE – Hybrid IT Solutions Architect V1 HPE Master ASE - Advanced Server Solutions Architect V3 HPE Master ASE - Storage Solutions Architect V3 		<ul style="list-style-type: none"> HPE Master ASE – Hybrid IT Solutions Architect V1 HPE Master ASE - Advanced Server Solutions Architect V3 HPE Master ASE - Storage Solutions Architect V3
ASE	<p>Covering all portfolios:</p> <ul style="list-style-type: none"> HPE ASE - Hybrid IT Solutions Architect V1 <p>Server (Compute) portfolio:</p> <ul style="list-style-type: none"> HPE ASE - Server Solutions Architect V4 HPE ASE - Synergy Solutions Integrator V1 HPE ASE - Composable Infrastructure Integrator V1 <p>Storage portfolio:</p> <ul style="list-style-type: none"> HPE ASE - Storage Solutions Architect V3 HPE ASE - Storage Solutions Integrator V2 		<p>Covering all portfolios:</p> <ul style="list-style-type: none"> HPE ASE - Hybrid IT Solutions Architect V1 <p>Server (Compute) portfolio:</p> <ul style="list-style-type: none"> HPE ASE - Server Solutions Architect V4 HPE ASE - Synergy Solutions Integrator V1 HPE ASE - Composable Infrastructure Integrator V1 <p>Storage portfolio:</p> <ul style="list-style-type: none"> HPE ASE - Storage Solutions Architect V3 HPE ASE - Storage Solutions Integrator V2 HPE ASE - Storage Solutions V4 (NEW: release date Nov 16th)
ATP	<ul style="list-style-type: none"> HPE ATP – Hybrid IT Solutions V1 HPE ATP – Hybrid IT Solutions V2 		<ul style="list-style-type: none"> HPE ATP – Hybrid IT Solutions V1 HPE ATP – Hybrid IT Solutions V2
Sales Certification	<ul style="list-style-type: none"> HPE Sales Certified – Product Portfolio [2020] HPE Sales Certified – Hybrid Cloud Solutions [2020] 		<p>New Sales certification (release date: Nov 16th)</p> <ul style="list-style-type: none"> HPE Sales Certified – Entry Level Solutions [2021] HPE Sales Certified Edge to Cloud Solutions [2021]



EXAM CHANGES FOR FY21 HYBRID IT COMPETENCIES

Competency	FY21 valid exams		FY21 Valid exams for HIT competencies
Hybrid Cloud - Microsoft Azure Stack	<ul style="list-style-type: none"> • HPE0-V12 • HPE2-CP11 	 	<ul style="list-style-type: none"> • HPE0-V12
Hybrid Cloud - VMware vCloud Foundation	<ul style="list-style-type: none"> • HPE0-V12 • HPE2-CP03 	 	<ul style="list-style-type: none"> • HPE0-V12
SDI – Containers	<ul style="list-style-type: none"> • HPE0-V13 • HPE2-CP07 	 	<ul style="list-style-type: none"> • HPE0-V13
SDI - VMware & Hyper-V Virtualization	<ul style="list-style-type: none"> • HPE0-V13 • HPE2-CP04 	 	<ul style="list-style-type: none"> • HPE0-V13
Real-Time Analytics - SAP HANA	<ul style="list-style-type: none"> • HPE0-V19 • HPE2-CP02 	 	<ul style="list-style-type: none"> • HPE0-V19 • HPE2-CP02 (<i>no longer attainable but still accepted</i>)
Data Management - Microsoft SQL Server or Data Management - Oracle	<ul style="list-style-type: none"> • HPE2-CP06 		<p>“Data Management - Microsoft SQL Server” and “Data Management – Oracle” will be retired in FY21</p>
Scale Out storage	<ul style="list-style-type: none"> • HPE0-V20 • HPE2-CP08 	 	<ul style="list-style-type: none"> • HPE0-V20 • HPE2-CP08 (<i>no longer attainable but still accepted</i>)
Data Protection	<ul style="list-style-type: none"> • HPE0-V17 • HPE2-CP09 	 	<ul style="list-style-type: none"> • HPE0-V17 • HPE2-CP09 (<i>no longer attainable but still accepted</i>)
Client Virtualization - Citrix and VMware Horizon	<ul style="list-style-type: none"> • HPE0-V16 • HPE2-CP05 	 	<ul style="list-style-type: none"> • HPE0-V16 • HPE2-CP05 (<i>no longer attainable but still accepted</i>)
HPE GreenLake	<ul style="list-style-type: none"> • HPE0-P26 • HPE2-CP13 	 	<ul style="list-style-type: none"> • HPE0-P26 • HPE2-CP13 (<i>no longer attainable but still accepted</i>)


















FY21 CERTIFICATION CRITERIA



FY21 PARTNER READY HYBRID IT CRITERIA

APAC

	Business Partner	Silver HIT	Gold HIT/ Distributors	Platinum HIT (Gold Services mandatory)
Specialization Threshold (with product line multipliers)	✓	✓✓	✓✓✓	✓✓✓✓
Sales Certifications Min # Sales Certified Individuals	x1  Training course completion only*	x2 	x4 	x8  Korea, Australia x6  All other APAC
Technical Certifications Min # of CURRENT Technical Certified Individuals***	Master ASE			
	ASE out of 2 portfolios (**)		 	  
	ATP			
	-	x1 	x2 	x4 
HIT Competencies	-	-	-	1

* Any FY21 valid sales certification considered

** ASE Certified Professional must be from 2 different portfolios: Server + Storage OR Server + HIT OR Storage + HIT OR HIT only

*** CURRENT = 2 active (or transitional) Continuous Learning badges by certified individual required

Deadline : 30 September 2021 to maintain membership

Partner Ready Services Requirement – refer to Partner Ready FY21 Guide

FY21 valid Certifications – Sales *(release date: Nov 16)*

Platinum, Gold and Silver

HPE Sales Certified – Edge-to-Cloud [2021]

For Business Partner:

HPE Entry Level Solutions, Rev.20.41 training completion

FY21 valid Certifications – Technical ***

- HPE Master ASE - Hybrid IT Solutions Architect V1
- HPE Master ASE - Advanced Server Solutions Architect V3
- HPE Master ASE - Storage Solutions Architect V3

Server (compute) portfolio:

- HPE ASE - Hybrid IT Solutions Architect V1
- HPE ASE - Server Solutions Architect V4
- HPE ASE - Synergy Solutions Integrator V1
- HPE ASE - Composable Infrastructure Integrator V1

Storage portfolio:

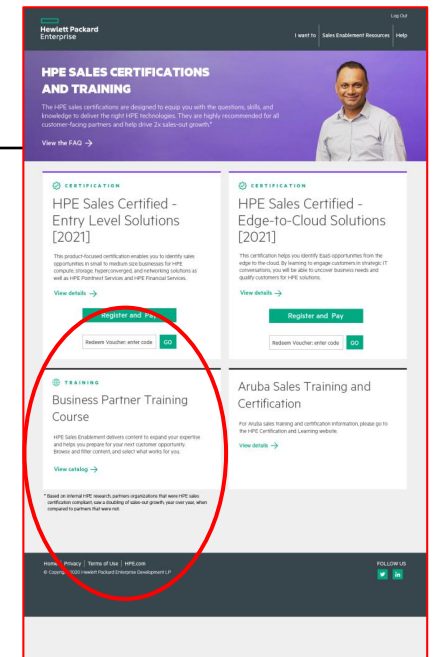
- HPE ASE - Hybrid IT Solutions Architect V1
- HPE ASE - Storage Solutions Architect V3
- HPE ASE - Storage Solutions V4 *(release date: Nov 16)*
- HPE ASE - Storage Solutions Integrator V2

HPE ATP – Hybrid IT Solutions V2 (V1 still accepted)

FY21 HPE BUSINESS PARTNER CERTIFICATION CRITERIA

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training




Criteria	# people	Criteria for FY21 membership	Supporting Courses	Exam	Comments for FY20 transitional partners
Sales	1	Training completion , exam not required HPE Entry Level Solutions, Rev. 20.21	Free Training - Selling HPE Entry Level Solutions, Rev. 20.41 (0001168181) (5h WBT) Refer to Slide 27 how to launch	NA	



[Click here to access FY21 Sales Cert FAQ](#)

FY21 SILVER HYBRID IT SPECIALIST REQUIREMENTS

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Criteria	# people	Certifications accepted for FY21 membership	Supporting Courses	Exam	Continuous Learning	Comments for FY20 transitional partners
Sales						
Sales	2	HPE Sales Certified – Edge-to-Cloud [2021] Launch date: November 16, 2020	Selling HPE Edge-to-Cloud Solutions, Rev. 20.41 (01133517) (2.5h WBT or ILT/VILT through derivative works) Refer to Slide 27 how to launch	Edge To Cloud assessment HPE2-E75 (Web-based)	Not applicable in FY21	 HPE Sales Certified - Hybrid Cloud Solutions [2020] no longer accepted
Technical						
		HPE ATP - Hybrid IT Solutions V1 (inactive)				Same individuals must hold valid certification(s) and 2 Continuous Learning Badges
ATP	1	HPE ATP - Hybrid IT Solutions V2 Launch date: November 15 th , 2019	#1 - Introduction to HPE SMB Hybrid IT Architectures, Rev. 19.41 (01127454) (1 day WBT) #2 - Building HPE Hybrid IT Solutions, Rev. 19.41 (01127445) (5 days ILT/VILT) Self Study alternative: <ul style="list-style-type: none"> HPE ATP - Data Center Solutions (HPE0-V14) Official Certification Study Guide To practice: Building HPE Hybrid IT Solutions - Self-Directed Lab (4 days lab access) 	HPE0-V14 (Online proctored - 1 hour 30 min)	2 Continuous Learning badges per individual 	Same individuals must hold valid certification(s) and 2 Continuous Learning Badges




[Click here to access FY21 Sales Cert FAQ](#)

FY21 GOLD HYBRID IT CERTIFICATION REQUIREMENTS (1/2)

Distributor to use GOLD Criteria

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Criteria	# people	Certifications accepted for FY21 membership	Supporting Courses	Exam	Continuous Learning	Comments for FY20 transitional partners
Sales						
Sales	4	HPE Sales Certified – Edge-to-Cloud [2021] Launch date: November 16, 2020	Selling HPE Edge-to-Cloud Solutions, Rev. 20.41 (0001133517) (2.5h WBT or ILT/VILT through derivative works) Refer to Slide 27 how to launch	Edge To Cloud assessment HPE2-E75 (Web-based)	Not applicable in FY21	 HPE Sales Certified - Hybrid Cloud Solutions [2020] no longer accepted

NEW





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FY21 GOLD HYBRID IT CERTIFICATION REQUIREMENTS (2/2)

Distributor to use GOLD Criteria

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Criteria	# people	Certifications accepted for FY21 membership	Supporting Courses & exams	Continuous Learning	Comments for FY20 transitional partners
Technical					
ASE ⁽¹⁾	2	HPE ASE - Hybrid IT Solutions Architect V1 or HPE ASE - Server Solutions Architect V4 or HPE ASE - Composable Infrastructure Integrator V1 or HPE ASE - Storage Solutions Architect V3 or HPE ASE - Storage Solutions Integrator V2 or HPE ASE - Storage Solutions V4 (Nov 16 2020) or HPE ASE - Synergy Solutions Integrator V1 (inactive, still accepted)	See next pages for more details on ASE certification trainings & exams.	  2 Continuous Learning badges per individual	Data Center Networking certifications are no longer accepted
ASE portfolios ⁽²⁾	Choose certifications from 2 portfolios minimum.	1) Server portfolio: <ul style="list-style-type: none"> HPE ASE - Hybrid IT Solutions Architect V1 or HPE ASE - Server Solutions Architect V4 or HPE ASE - Composable Infrastructure Integrator V1 or HPE ASE - Synergy Solutions Integrator V1 (inactive, still accepted) Or <ul style="list-style-type: none"> 2) Storage portfolio: <ul style="list-style-type: none"> HPE ASE - Hybrid IT Solutions Architect V1 or HPE ASE - Storage Solutions Architect V3 or HPE ASE - Storage Solutions Integrator V2 or HPE ASE - Storage Solutions V4 (Nov 16 2020) 			<u>Same</u> individuals must hold valid certification(s) and 2 Continuous Learning Badges

⁽¹⁾ "ASE" criteria stipulates minimum number of certified people required

⁽²⁾ "ASE portfolio" criteria stipulates the need to have certifications from 2 different portfolios (could be done with same individual)



ASE CERTIFICATIONS DETAILS (1/6)

Distributor to use GOLD Criteria

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Certifications accepted for FY21 membership	Prerequisite for the certification / Options	# Exams required	Supporting courses	Exam
Technical Certification details				
	<p>New candidates: HPE ATP - Hybrid IT Solutions V1 (inactive) Or HPE ATP - Hybrid IT Solutions V2 (Launch Nov 15th 2019)</p>	2	<p>Designing HPE Hybrid IT Solutions, Rev. 19.21 (01122327) (5 Days/ VILT, ILT)</p> <hr/> <p>Using HPE OneView, Rev. 19.21 (01124901) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T35) Official Certification Study Guide</p> <p>Using HPE OneView, Rev. 19.41 (01128323) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T36) Official Certification Study Guide</p>	<p>HPE0-S57 (Online proctored)</p> <hr/> <p>HPE2-T35 (HPE2-T34 or HPE2-T30 & HPE2-T22* also accepted) HPE2-T36 (Launch 15 Nov 2019)</p>
HPE ASE - Hybrid IT Solutions Architect V1	<p>Upgrade path available: For learners holding 1 of the following:</p> <ul style="list-style-type: none"> HPE ASE - Server Solutions Architect V4 HPE ASE - Synergy Solutions Integrator V1 HPE ASE - Composable Infrastructure Integrator V1" HPE ASE - Storage Solutions Architect V3 HPE ASE - Data Center Network Integrator V1 or Architect V1" (inactive) HP ASE - FlexNetwork Architect V2 (inactive) or Integrator V1 (inactive) 	2	<p>Designing HPE Hybrid IT Solutions, Rev. 19.21 (01122327) (5 Days/ VILT, ILT)</p> <hr/> <p>Using HPE OneView, Rev. 19.21 (01124901) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T35) Official Certification Study Guide</p> <p>Using HPE OneView, Rev. 19.41 (01128323) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T36) Official Certification Study Guide</p>	<p>HPE0-S57 (Online proctored)</p> <hr/> <p>HPE2-T35 (HPE2-T34 or HPE2-T30 & HPE2-T22* also accepted) HPE2-T36 (Launch 15 Nov 2019)</p>



* Delta exam for people who already hold HP Product Certified – OneView v1.2

ASE CERTIFICATIONS DETAILS (2/6)

Distributor to use GOLD Criteria

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Certifications accepted for FY21 membership	Prerequisite for the certification / Options	# Exams required	Supporting courses	Exam
Technical Certification details				
	<p><u>New candidates:</u> HPE ATP - Hybrid IT Solutions V1 (inactive) OR HPE ATP - Hybrid IT Solutions V2 (Launch Nov 15th 2019) OR HPE ATP - Server Solutions V4</p>	2	<p>Designing HPE Server Solutions, Rev. 18.11 (01098696) (5 Days/ VILT, ILT) Self-study alternative: HPE ASE – Server Solutions Architect V4 (HPE0-S54 and HPE0-S55) Official Certification Study Guide</p> <hr/> <p>Using HPE OneView, Rev. 19.21 (01124901) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T35) Official Certification Study Guide</p> <hr/> <p>Using HPE OneView, Rev. 19.41 (01128323) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T36) Official Certification Study Guide</p>	<p>HPE0-S54 (Online proctored)</p> <hr/> <p>HPE2-T35 (HPE2-T34 or HPE2-T30 & HPE2-T22* also accepted) HPE2-T36 (Launch 15 Nov 2019)</p>
HPE ASE - Server Solutions Architect V4	<p><u>Upgrade path available:</u> For learners holding “HPE ASE - Server Solutions Architect V3” or “HP ASE - Server Solutions Architect V2”</p>	2	<p>Designing HPE Server Solutions, Rev. 18.11 (01098696) (5 Days/ VILT, ILT) Self-study alternative: HPE ASE – Server Solutions Architect V4 (HPE0-S54 and HPE0-S55) Official Certification Study Guide</p> <hr/> <p>Using HPE OneView, Rev. 19.21 (01124901) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T35) Official Certification Study Guide</p> <hr/> <p>Using HPE OneView, Rev. 19.41 (01128323) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T36) Official Certification Study Guide</p>	<p>HPE0-S55 (Proctored)</p> <hr/> <p>HPE2-T35 (HPE2-T34 or HPE2-T30 & HPE2-T22* also accepted) HPE2-T36 (Launch 15 Nov 2019)</p>



* Delta exam for people who already hold HP Product Certified – OneView v1.2

ASE CERTIFICATIONS DETAILS (3/6)

Distributor to use GOLD Criteria

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Certifications accepted for FY21 membership	Prerequisite for the certification / Options	# Exams required	Supporting courses	Exam
Technical Certification details				
HPE ASE - Composable Infrastructure Integrator V1	<p><u>New candidates:</u> HPE ATP - Hybrid IT Solutions V1 (inactive) Or HPE ATP - Hybrid IT Solutions V2 (Launch Nov 15th 2019) OR HPE ATP - Server Solutions V4</p>	2	<p>Implementing HPE Composable Infrastructure Solutions, Rev. 19.21 (01122329) (5 days - VILT/ILT)</p> <hr/> <p>Using HPE OneView, Rev. 19.21 (01124901) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T35) Official Certification Study Guide</p> <hr/> <p>Using HPE OneView, Rev. 19.41 (01128323) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T36) Official Certification Study Guide</p>	<p>HPE0-S58 (Online proctored)</p> <hr/> <p>HPE2-T35 (HPE2-T34 or HPE2-T30 & HPE2-T22* also accepted) HPE2-T36 (Launch 15 Nov 2019)</p>
	<p><u>Upgrade path:</u> For learners holding “HPE ASE - Server Solutions Architect V4” or “HPE ASE - Hybrid IT Solutions Architect V1” or “HPE ASE - Synergy Solutions Integrator V1” or “HPE ASE - ProLiant Server Solutions Integrator V3” (inactive)</p>	1	<p>Designing HPE Server Solutions, Rev. 18.11 (01098696) (5 Days/ VILT, ILT) Self-study alternative: HPE ASE – Server Solutions Architect V4 (HPE0-S54 and HPE0-S55) Official Certification Study Guide</p>	<p>HPE0-S55 (Proctored)</p>



* Delta exam for people who already hold HP Product Certified – OneView v1.2

ASE CERTIFICATIONS DETAILS (4/6)

Distributor to use GOLD Criteria

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Certifications accepted for FY21 membership	Prerequisite for the certification / Options	# Exams required	Supporting courses	Exam
Technical Certification details				
HPE ASE - Storage Solutions Integrator V2	New candidates: HPE ATP - Hybrid IT Solutions V1 (inactive) Or HPE ATP - Hybrid IT Solutions V2 (Launch Nov 15 th 2019) OR HPE ATP - Storage Solutions V3 or HPE ATP - Storage Solutions V2 (no longer available)	1	Integrating protected HPE Storage Solutions, Rev. 17.41 (01093024) (3 Days - ILT, VILT) Self-study alternative: HPE ASE - Storage Solutions Integrator V2 (HPE0-J50) Official Certification Study Guide	HPE0-J50 (Online proctored)
	Upgrade path: Upgrade available for learners holding HPE ASE - Storage Solutions Architect V2 or HP ASE - Storage Solutions Integrator V1	1	Integrating protected HPE Storage Solutions, Rev. 17.41 (01093024) (3 Days - ILT, VILT) Self-study alternative: HPE ASE - Storage Solutions Integrator V2 (HPE0-J50) Official Certification Study Guide	HPE0-J50 (Online proctored)



* Delta exam for people who already hold HP Product Certified – OneView v1.2

ASE CERTIFICATIONS DETAILS (5/6)

Distributor to use GOLD Criteria

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Certifications accepted for FY20 membership	Prerequisite for the certification / Options	# Exams required	Supporting courses	Exam
Technical Certification details				
	<p>New candidates: HPE ATP - Hybrid IT Solutions V1 Or HPE ATP - Hybrid IT Solutions V2 (Launch Nov 15th 2019) OR HPE ATP - Storage Solutions V3</p>	2	<p>Designing HPE Storage Solutions, Rev. 18.31 (01113246) (5 Days – ILT/VILT) Self-study alternative: HPE ASE - Storage Solutions Architect V3 (HPE0-J57) Official Certification Study Guide</p> <hr/> <p>Designing High-End Storage Platform Solutions, Rev. 18.11 (01113249) (3 Days – ILT/VILT) or Implementing Advanced Backup and Recovery Solutions, Rev. 18.11 (01113250) (3 Days – ILT/VILT) or Using HPE OneView, Rev. 19.21 (01124901) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T35) Official Certification Study Guide Using HPE OneView, Rev. 19.41 (01128323) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T36) Official Certification Study Guide</p>	<p>HPE0-J57 (Online proctored)</p> <hr/> <p>HPE2-K43 (Web-based) or HPE2-K44 (Web-based) or HPE2-T35 (Web-based) (HPE2-T34 or HPE2-T30 & HPE2-T22* also accepted) HPE2-T36 (Launch 15 Nov 2019)</p>
HPE ASE - Storage Solutions Architect V3			<p>Designing HPE Nimble Solutions, Rev. 18.21 (01113228) (2 Days/ ILT) Self-study alternative: Designing HPE Nimble Solutions (HPE2-K42) Official Certification Study Guide</p> <hr/> <p>Designing High-End Storage Platform Solutions, Rev. 18.11 (01113249) (3 Days – ILT/VILT) or Implementing Advanced Backup and Recovery Solutions, Rev. 18.11 (01113250) (3 Days – ILT/VILT) or Using HPE OneView, Rev. 19.21 (01124901) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T35) Official Certification Study Guide Using HPE OneView, Rev. 19.41 (01128323) (3 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T36) Official Certification Study Guide</p>	<p>HPE2-K42 (Web-based)</p> <hr/> <p>HPE2-K43 (Web-based) or HPE2-K44 (Web-based) or HPE2-T35 (Web-based) (HPE2-T34 or HPE2-T30 & HPE2-T22* also accepted) HPE2-T36 (Launch 15 Nov 2019)</p>
	<p>Upgrade path: Upgrade available for learners holding HPE ASE - Storage Solutions Architect V2</p>	2		



* Delta exam for people who already hold HP Product Certified – OneView v1.2

ASE CERTIFICATIONS DETAILS (6/6)

Distributor to use GOLD Criteria

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training


Certifications accepted for FY21 membership	Prerequisite for the certification / Options	# Exams required	Supporting courses	Exam
HPE ASE - Storage Solutions V4 (Nov 16 2020)	New candidates: HPE ATP - Hybrid IT Solutions V1 (inactive) Or HPE ATP - Hybrid IT Solutions V2 (Launch Nov 15 th 2019)	2	HPE Storage Solutions, Rev. 20.41 (0001132323) (5 Days – ILT/VILT) Self-study alternative: HPE ASE - Storage Solutions V4 (HPE0-J68) (Available Soon) Official Certification Study Guide	HPE0-J68 (Online proctored)
			Select one of the 2 exams Using HPE OneView, Rev. 19.41 (01128323) (4 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T36) Official Certification Study Guide OR Using HPE SimpliVity Solutions, Rev. 20.21_0001131290 (3 Days/ VILT, ILT) Self-study alternative: Using HPE SimpliVity (HPE2-K45)	HPE2-T36 (Web-based) (HPE2-T35 or HPE2-T34 also accepted) OR HPE2-K45
	Upgrade path: Upgrade available for learners holding HPE ASE - Storage Solutions Architect V3 or HPE ASE - Storage Solutions Integrator V2	2	HPE Storage Solutions, Rev. 20.41 (0001132323) (5 Days – ILT/VILT) Self-study alternative: HPE ASE - Storage Solutions V4 (HPE0-J68) (Available Soon) Official Certification Study Guide	HPE0-J69 (Online proctored)
			Select one of the 2 exams Using HPE OneView, Rev. 19.41 (01128323) (4 Days/ VILT, ILT) Self-study alternative: Using HPE OneView (HPE2-T36) Official Certification Study Guide OR Using HPE SimpliVity Solutions, Rev. 20.21_0001131290 (3 Days/ VILT, ILT) Self-study alternative: Using HPE SimpliVity (HPE2-K45)	HPE2-T36 (Web-based) (HPE2-T35 or HPE2-T34 also accepted) OR HPE2-K45



FY21 PLATINUM HYBRID IT CERTIFICATION REQUIREMENTS (1/3)

Distributor to use GOLD Criteria

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Criteria	# people	Certifications accepted for FY21 membership	Supporting Courses	Exam	Continuous Learning	Comments for FY20 transitional partners
Sales						
Sales	8 (Korea/Australia)	HPE Sales Certified – Edge-to-Cloud [2021] Launch date: Nov16, 2020	Selling HPE Edge-to-Cloud Solutions, Rev. 20.4.1 (0001133517) (2.5h WBT or ILT/VILT through derivative works) Refer to Slide 27 how to launch	Edge To Cloud assessment HPE2-E75 (Web-based)	Not applicable in FY21	 HPE Sales Certified - Hybrid IT Solutions [2019] no longer accepted


NEW



[Click here to access FY21 Sales Cert FAQ](#)

FY21 PLATINUM HYBRID IT CERTIFICATION REQUIREMENTS (2/3)

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Criteria	# people	Certifications accepted for FY21 membership	Supporting Courses & exams	Continuous Learning NEW	Comments for FY20 transitional partners
Technical					
ASE ⁽¹⁾	3	HPE ASE - Hybrid IT Solutions Architect V1 or HPE ASE - Server Solutions Architect V4 or HPE ASE - Composable Infrastructure Integrator V1 or HPE ASE - Storage Solutions Architect V3 or HPE ASE - Storage Solutions Integrator V2 or HPE ASE - Storage Solutions V4 (Nov 16 2020) or HPE ASE - Synergy Solutions Integrator V1 (inactive, still accepted)	See next pages for more details on ASE certification trainings & exams.		Data Center Networking certifications are no longer accepted
ASE portfolios ⁽²⁾	Choose certifications from 2 portfolios minimum.	1) Server portfolio: <ul style="list-style-type: none"> HPE ASE - Hybrid IT Solutions Architect V1 or HPE ASE - Server Solutions Architect V4 or HPE ASE - Composable Infrastructure Integrator V1 or HPE ASE - Synergy Solutions Integrator V1 (inactive, still accepted) Or <ul style="list-style-type: none"> 2) Storage portfolio: <ul style="list-style-type: none"> HPE ASE - Hybrid IT Solutions Architect V1 or HPE ASE - Storage Solutions Architect V3 or HPE ASE - Storage Solutions Integrator V2 or HPE ASE - Storage Solutions V4 (Nov 16 2020) 		 <p>2 Continuous Learning badges per individual</p>	<u>Same</u> individuals must hold valid certification(s) and 2 Continuous Learning Badges



⁽¹⁾ "ASE" criteria stipulates minimum number of certified people required

⁽²⁾ "ASE portfolio" criteria stipulates the need to have certifications from 2 different portfolios (could be done with same individual)



FY21 PLATINUM HYBRID IT CERTIFICATION REQUIREMENTS (3/3)

WBT = Web-based training
 ILT = Instructor-led training
 VILT = Virtual Instructor-led training

Criteria	# people	Certifications accepted for FY21 membership	Supporting Courses & exams	Continuous Learning NEW	Comments for FY20 transitional partners
Technical					
Master ASE	1	HPE Master ASE – Hybrid IT Solutions Architect V1 (Nov 1, 2019) or HPE Master ASE - Advanced Server Solutions Architect V3 or HPE Master ASE - Storage Solutions Architect V3	See next pages for more details on Master ASE certification trainings & exams.	 2 Continuous Learning badges per individual	 Data Center Networking certifications are no longer accepted <u>Same</u> individuals must hold valid certification(s) and 2 Continuous Learning Badges



Note: Same individual can achieve both ASE and Master ASE criteria

MASTER ASE CERTIFICATIONS DETAILS (1/2)

Certifications accepted for FY21 membership	Prerequisite for this certification	# Exams Required	Supporting Courses	Exam
Technical Certification details				
HPE Master ASE - Advanced Server Solutions Architect V3	HP ASE - Server Solutions Architect V2,V3 or V4 Or HP ASE - ProLiant Server Solutions Integrator V2 or V3 Or HPE ASE - Synergy Solutions Integrator V1	1	Architecting Advanced HPE Server Solutions Rev 16.21 (01065896) (3 days - ILT/VILT) Self-study alternative: HPE Master ASE - Advanced Server Solutions Architect V3 (HPE0-S22) Official Certification Study Guide	HPE0-S22 (Proctored)
HPE Master ASE - Storage Solutions Architect V3	<u>New Candidate:</u> HPE ASE - Storage Solutions Architect V3 or HPE ASE - Storage Solutions Integrator V2	1	Designing Multi-Site HPE Storage Solutions, Rev. 18.41 (01120594) VILT/ILT - 5 days	HPE0-J58 (Proctored)
	<u>Upgrade path:</u> Upgrade available for learners holding HPE Master ASE - Storage Solutions Architect V2	1	Designing HPE Nimble Solutions, Rev. 18.21 (01113248) (2 Days/ILT) Self-study alternative: Designing HPE Nimble Solutions (HPE2-K42) Official Certification Study Guide	HPE2-K42 (Web-based)



MASTER ASE CERTIFICATIONS DETAILS (2/2)

Certifications accepted for FY21 membership	Prerequisite for this certification	# Exams Required	Supporting Courses	Exam
Technical Certification details				
HPE Master ASE – Hybrid IT Solutions Architect V1 Launch 1st Nov 2019	New candidates	2	Designing HPE Advanced Hybrid IT Solutions, Rev. 19.41 (01123303) (5d - VILT/ILT) <hr/> Creating HPE Hybrid Cloud Solutions, Rev. 19.41 (01125005) (3d – WBT) Building HPE Software-Defined Infrastructure Solutions, Rev. 19.41 (01125004) (3d – WBT) Creating HPE Data Protection Solutions, Rev 20.21 (01129127) (3d – WBT) Creating HPE Virtual Desktop Infrastructure Solutions Rev 20.21 (01129128) (3d – WBT) Creating HPE Real Time Analytics Solutions with SAP HANA, Rev 20.21 (01129125) (3d – WBT)	HPE1-H01 <hr/> HPE0-V12 or HPE0-V13 or HPE0-V17 OR (24th Apr 20) HPE0-V16 OR (1st Jun 20) HPE0-V19 (15th Jun 20)
	Upgrade path for candidates holding all 3 technology certifications required (Master ASE Server, + Master ASE Storage & (M)ASE Data Center Networking).	1	Creating HPE Hybrid Cloud Solutions, Rev. 19.41 (01125005) (3d – WBT) Building HPE Software-Defined Infrastructure Solutions, Rev. 19.41 (01125004) (3d – WBT) Creating HPE Data Protection Solutions, Rev 20.21 (01129127) (3d – WBT) Creating HPE Virtual Desktop Infrastructure Solutions Rev 20.21 (01129128) (3d – WBT) Creating HPE Real Time Analytics Solutions with SAP HANA, Rev 20.21 (01129125) (3d – WBT)	HPE0-V12 or HPE0-V13 or HPE0-V17 OR (24th Apr 20) HPE0-V16 OR (1st Jun 20) HPE0-V19 (15th Jun 20)

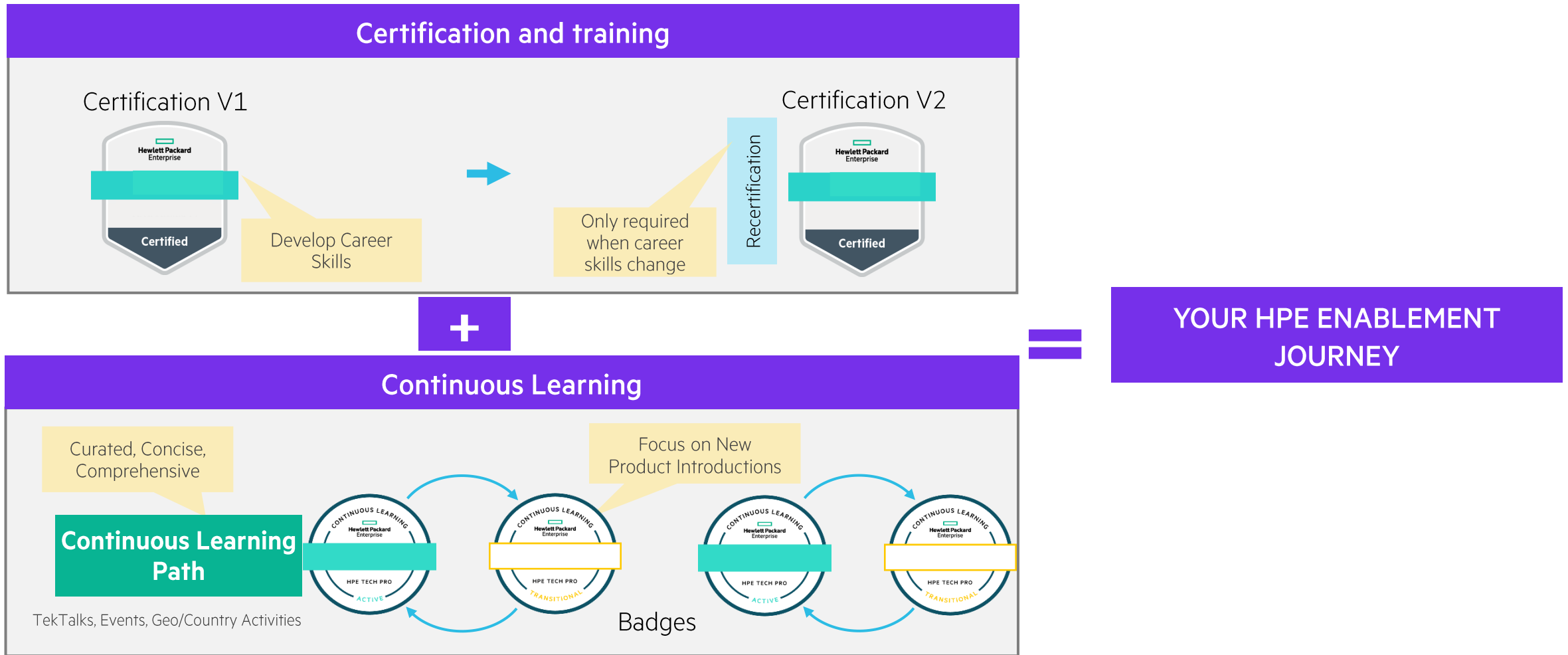


CONTINUOUS LEARNING



HPE CERTIFICATION & CONTINUOUS LEARNING

- Training & Certification and Continuous Learning fit together into a **complete enablement experience**



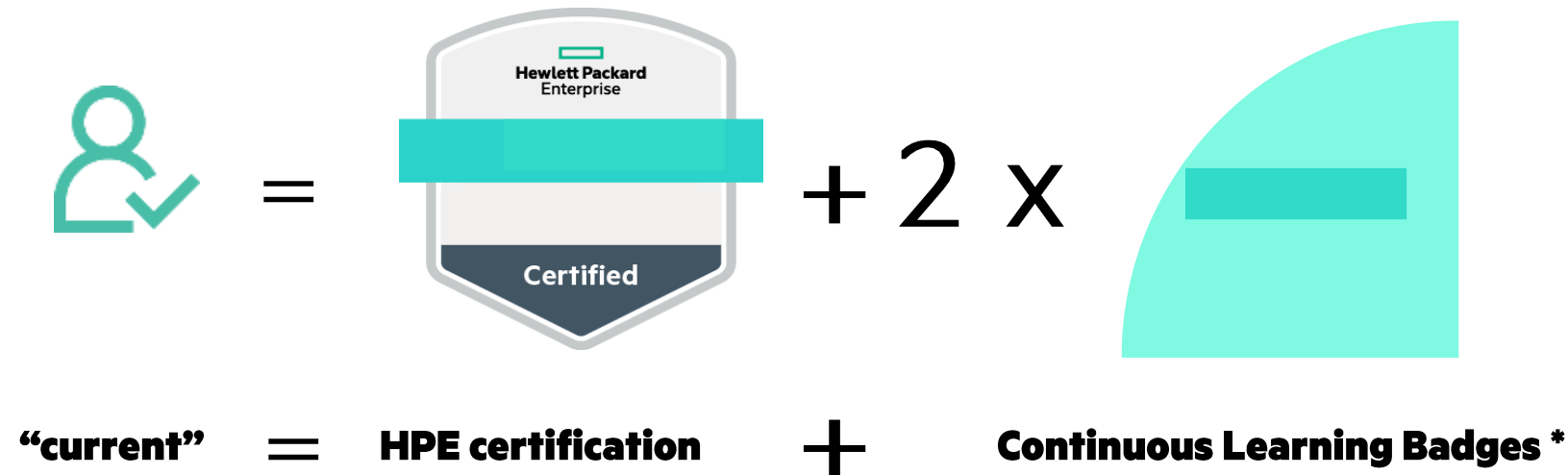
WHAT DOES “CURRENT” LEARNER MEAN?

Each learner has a unique Tech Pro status, based on:

- **Certification status** (“core degree”)

+

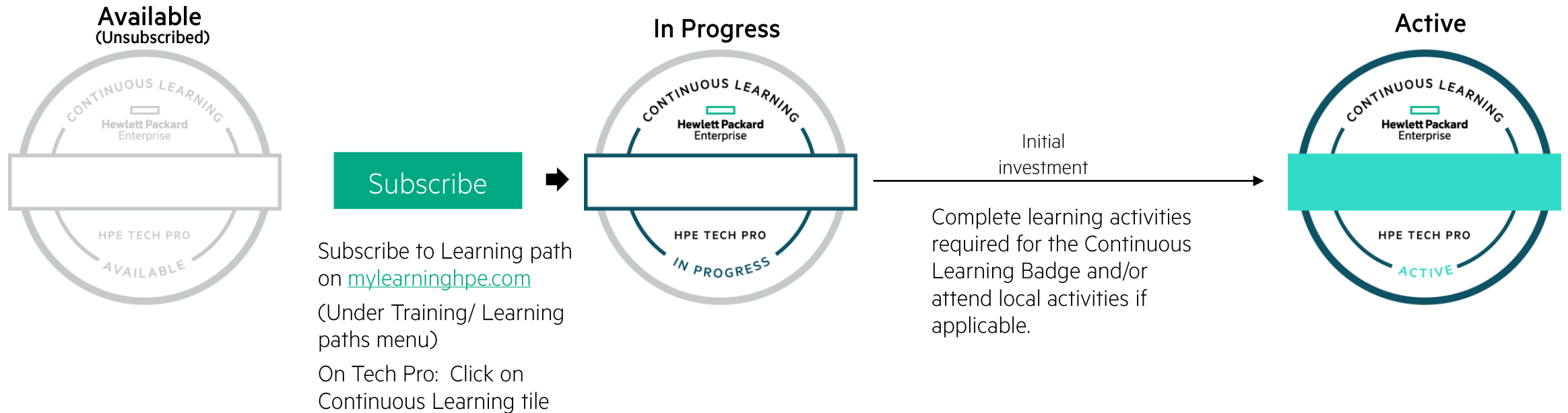
- **Continuous engagement** with HPE measured by maintaining 2 Continuous Learning badges (“continuing education”)



* IMPORTANT: To be valid for Tech Pro and Partner Ready programs, badges should be “Active” or “Transitional” (badge maintenance). If you don’t maintain at least 2 badges you may lose this “Current” status during the year.

GETTING HPE CONTINUOUS LEARNING BADGES

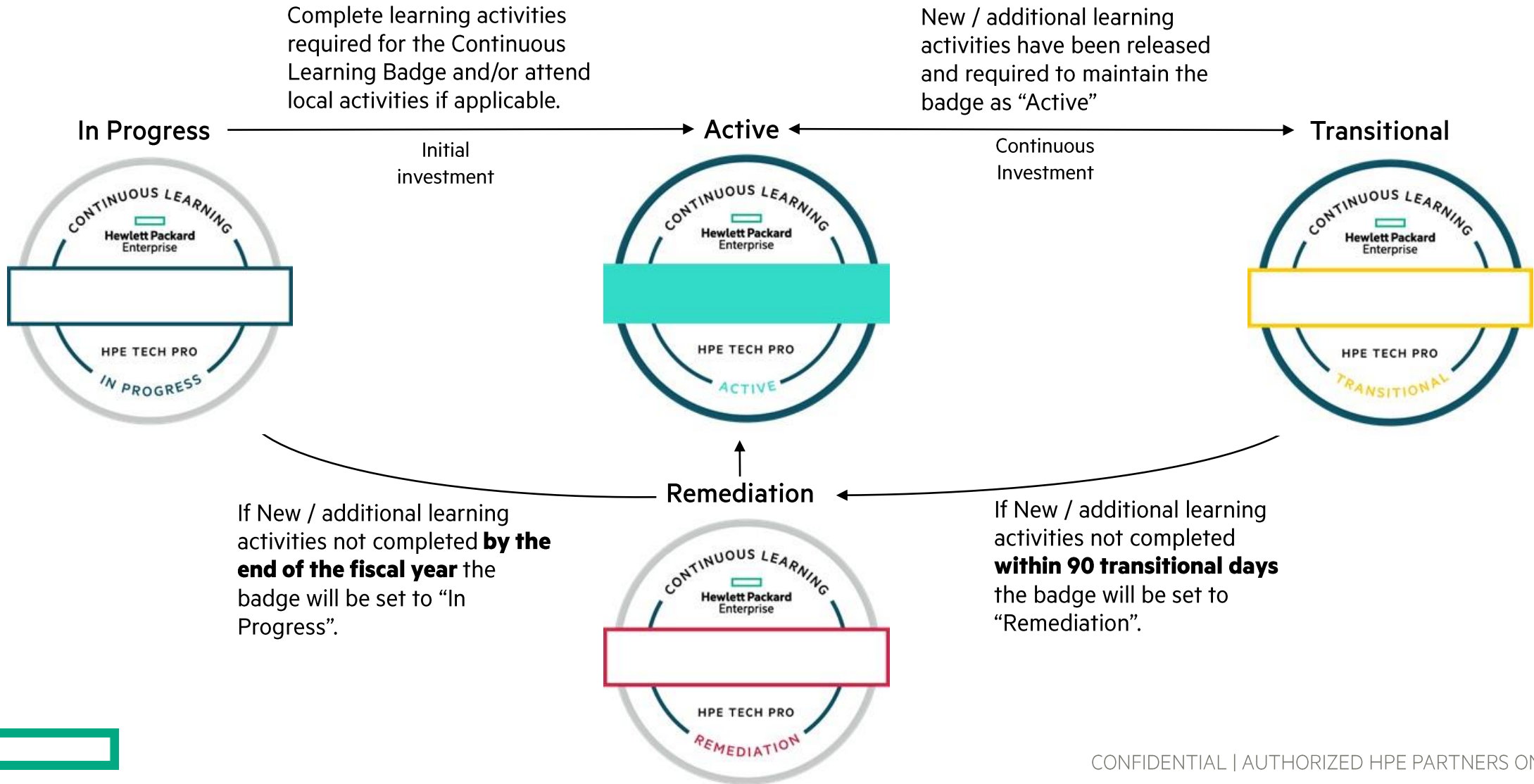
Initial investment



1. To subscribe to an available badge, click on the Gray/watermarked badge you are interested in.
2. Click on the green SUBSCRIBE button.



CONTINUOUS LEARNING LIFECYCLE



HYBRID IT COMPETENCIES



FY21 COMPETENCIES REQUIREMENTS

1

One Solution Validation*



Submission of one solution validation form via the Partner Ready Competency portal page & approved by HPE Presales

* Approved Solution Validations are valid for 2 HPE fiscal year

2

One Solution Exam**



** Check next slide for the list of valid exams for FY21 Competencies

AND

Solution Validation & Solution Exam must be from the same competency

Validates solution mastery
Provides industry recognition

Sign up today!

- partner.hpe.com Click: Partner Ready Program → Partner Ready Competencies
- Topics: Competency Overviews, Partner Profiles, Requirements, Benefits, Solution validation online form, etc

COMPETENCIES - HOW TO

Step 1

Partner Ready Competencies



Resources

- [Competency FAQ](#)
- [Competency Brochure](#)

HPE Partner Ready Competencies allow you to differentiate yourself from the crowd as solution experts by getting recognizing for having the skills to sell and architect HPE solutions. These competencies go beyond a product focus to emphasize solutions, positioning you as a problem solver. We enable you to develop relevant skills and become profitable in the newest and most pertinent areas of the market by building your capabilities around strategic solutions that directly impact your pipeline and revenue.

Competency Benefits

Partner Ready Competencies recognize and reward partners who have strong sales and technical capabilities in specific solution areas. Partners who meet competency requirements gain access to a broad portfolio of enablement, branding, and marketing resources to accelerate their solution sales on HPE infrastructure.

Partners that meet competency requirements gain access to:

- Branded competency insignia for market differentiation
- Promotion of partner solution experience on Partner Locator
- Access to campaign leads
- MDF eligibility
- Co-selling solution opportunities
- Access to solution experts

FY20 Competencies

- Hybrid Cloud - Microsoft Azure Stack
- Hybrid Cloud - VMware Cloud Foundation
- Software Defined Infrastructure - Containers
- Software Defined Infrastructure - VMware and Hyper-V Virtualization
- Real-time Analytics - SAP HANA
- Data Management - Microsoft SQL Server
- Data Management - Oracle
- Scale out Storage
- Data Protection
- Client Virtualization - Citrix and VMware Horizon
- HPE GreenLake

Step 2

Hybrid Cloud - Microsoft Azure Stack



Solution Overview

Microsoft Azure Stack is a Hybrid Cloud solution that enables Azure-consistent services in the data center, providing a cohesive and simplified development, management, and security experience. The integrated Microsoft Azure Hybrid Cloud incorporates compute, storage, and networking, enabling you to run Azure services on premises for your customers or yourself. Increase agility, enhance innovation, and control costs with the right mix of private and public cloud to handle all your workloads.

Partner Profile

Hybrid Cloud partners act as trusted advisors who help their customers analyze and provision the right mix of services in the cloud and on premises. Your expertise in leveraging cloud processes and economics will help customers deploy new apps and services quickly through the use of multi-cloud management and software-defined infrastructure. As a Hybrid Cloud - Microsoft AzureStack partner, you have a detailed understanding of Azure services build, provisioning, and operations capabilities. You guide customers through modernizing their applications to run in a Hybrid Azure and Azure stack environment, and you have a detailed understanding of workflow creation/configuration tools that allow for automation of common tasks within single or multiple-cloud deployments involving Azure and Azure Stack.

How to earn a competency

Step 1: Investigate - Is this the path for me?

Solution awareness videos for sales reps

- Video: HPE ProLiant for Microsoft Azure Stack

Solution awareness TekTalks for presales solution architects

- TekTalk: HPE ProLiant for Microsoft Azure Stack Gen 10 (part 1)
- TekTalk: HPE ProLiant for Microsoft Azure Stack Gen 10 (part 2)

Step 2: Validate your skills

Pass one of the following exams:

- *New:* HPE0-V12: Creating HPE Hybrid Cloud Solutions
- *Exam HPE2-CP11: Optimizing HPE Cloud Solutions with Microsoft Azure - Available only until January 20, 2020*

Step 3: Demonstrate solution experience and skills

Submit one solution validation for approval

Step 3

Section I: Partner Information

Company Name:*

Partner Country:*

Company Street Address:*

City/Town:*

State/Province:*

Postal/ZIP code:*

Please provide a technical contact email address should we have additional questions regarding your submission.*

Select which product(s)/service(s) were implemented:

Servers:

- Rack Servers
- Tower Servers
- Blade Systems
- Composable Systems
- Hyperconverged Systems
- Hyperscale servers

Data Storage:

- All Flash and Hybrid Systems
- File and object storage
- Data protection
- Storage management and automation

Networking:

- Switches
- Access Points and Controllers
- Routers
- Network Management
- Location Based Services
- Campus and Branch Networking
- Data Center Networking
- Network Security
- Software-defined networking
- Storage networking

HPE Services:

- Consulting Services
- IT Consumption
- Financial Services

Customer Information: Note: HPE will NOT contact your customer. This information is for HPE internal use only.

Is your customer in the public sector?*

Please select an option

If YES, then answer:

City/Town:

State/Province:

Country:

If NO, then answer:

Customer Name:

Street Address:

City/Town:

State/Province:

Postal/ZIP Code:

Country:

Section II: HPE Competency

Select a competency you wish to validate for your company

Section III: Solution Validation Reference

Project name:*

Implementation Date or Start of Services Date (Must be within the last 12 months):*

How was the solution delivered to the customer?*

Please select an option

Actual or estimated HPE revenue in USD. (must be < \$50K USD):*

Provide details of your deployment:*

Section IV: Additional Information (Optional)

List any onsite on premise demo capabilities in the area for the competency you selected for in Section III.

If available, provide a SFDC "win" opportunity ID.

Fields marked with * are required

Disclaimer

By submitting this competency form, you hereby represent and warrant that the information contained herein is true and accurate. Any information provided will be used by HPE only for the purposes related to determining your skillset and capabilities to fulfill the HPE competency requirements.

For information relating to HPE's privacy practices, please refer to the [HPE Privacy Statement](#).

SUBMIT

5 days TAT, country presales to validate

EXAM CRITERIA FOR FY21 COMPETENCIES

Solution Domain	Competencies	Exams
Hybrid IT	Hybrid Cloud - Microsoft Azure Stack	HPE0-V12 - Creating HPE Hybrid Cloud Solutions
	Hybrid Cloud - VMware Cloud Foundation	
	SDI – Containers	HPE0-V13 – Creating HPE Software-Defined Infrastructure
	SDI - VMware & Hyper-V Virtualization	
	Real-Time Analytics - SAP HANA	
	Scale Out storage	<ul style="list-style-type: none"> • HPE0-V19 - Creating HPE Real Time Analytics Solutions with SAP HANA • Or HPE2-CP02: Implementing SAP HANA Solutions (<i>no longer attainable but still accepted</i>)
	Data Protection	<ul style="list-style-type: none"> • HPE0-V20 - Creating HPE Data Protection Solutions • Or HPE2-CP08: Implementing Object Storage for Active Archive (<i>still accepted</i>)
Intelligent Edge	Client Virtualization - Citrix and VMware Horizon	<ul style="list-style-type: none"> • HPE0-V17 - Creating HPE Data Protection Solutions • Or HPE2-CP09: Optimize Data Protection for Hybrid IT (<i>no longer attainable but still accepted</i>)
HPE Pointnext	HPE GreenLake	<ul style="list-style-type: none"> • HPE0-V16 - Creating HPE Virtual Desktop Infrastructure Solutions • Or HPE2-CP05: Implementing HPE Client Virtualization Solutions (<i>no longer attainable but still accepted</i>)
		<ul style="list-style-type: none"> • HPE0-P26 - Configuring HPE GreenLake Solutions • Or HPE2-CP13: Configuring HPE GreenLake Flex Capacity Services (<i>no longer attainable but still accepted</i>)

RESOURCES

1

Training Classes (see next 2 slides)

2

HPE press – self study guides, practice test

3

Benchprep
On demand web based training with practice exam built in



FY21 PARTNER READY HYBRID IT CERTIFICATION – TECHNICAL TRAINING

Portfolio	Certification	EDU Course #	Course #	Course Name	Days	Delivery Mode*	Course Type	Exam #	Exam Name	Training Schedule
Server	HPE ATP - Hybrid IT Solutions V2	H6LJ6S	01127445	Building HPE Hybrid IT Solutions, Rev 19.41	5	VILT	Standard	HPE0-V14	Building HPE Hybrid IT Solutions	On-demand
	HPE ASE – Hybrid IT Solutions Architect V1	H9TJ5S	01122327	Designing HPE Hybrid IT Solutions, Rev 19.21	5	VILT	Standard	HPE0-S57	Designing HPE Hybrid IT Solutions	On-demand
		H7H11S	01128323	Using HPE OneView, Rev 19.41	4	VILT	Standard	HPE2-T36	Using HPE OneView	On-demand
	HPE ASE - Server Solutions Architect V4	H8PD9S	01098696	Designing HPE Server Solutions, Rev 18.11	5	VILT	Standard	HPE0-S54	Designing HPE Server Solutions	On-demand
		H7H11S	01128323	Using HPE OneView, Rev 19.41	4	VILT	Standard	HPE2-T36	Using HPE OneView	On-demand
	HPE Master ASE – Hybrid IT Solutions Architect V1	H9TJ7S	01123303	Designing HPE Advanced Hybrid IT Solutions, Rev 19.41	5	VILT	Standard	HPE1-H01	Designing HPE Advanced Hybrid IT Solutions	On-demand
HPE Master ASE - Advance Server Solutions Architect V3	H1L38S	01065896	Architecting Advance HPE Server Solutions, Rev 16.21	3	VILT	Standard	HPE0-S22	Architecting Advance HPE Server Solutions	On-demand	
Storage	HPE ATP - Hybrid IT Solutions V2	H6LJ6S	01127445	Building HPE Hybrid IT Solutions, Rev 19.41	5	VILT	Standard	HPE0-V14	Building HPE Hybrid IT Solutions	On-demand
	HPE ASE – Hybrid IT Solutions Architect V1	H9TJ5S	01122327	Designing HPE Hybrid IT Solutions, Rev 19.21	5	VILT	Standard	HPE0-S57	Designing HPE Hybrid IT Solutions	On-demand
		H7H11S	01128323	Using HPE OneView, Rev 19.41	4	VILT	Standard	HPE2-T36	Using HPE OneView	On-demand
	HPE ASE - Storage Solutions V4 (16 Nov 2020)		01132323	HPE ASE - Storage Solutions V4	5	VILT	Standard	HPE0-J68	HPE ASE - Storage Solutions V4	On-demand
		H7H11S	01128323	Using HPE OneView, Rev 19.41	4	VILT	Standard	HPE2-T36	Using HPE OneView	On-demand
	HPE Master ASE – Hybrid IT Solutions Architect V1	H9TJ7S	01123303	Designing HPE Advanced Hybrid IT Solutions, Rev 19.41	5	VILT	Standard	HPE1-H01	Designing HPE Advanced Hybrid IT Solutions	On-demand
HPE Master ASE - Storage Solutions Architect V3	H9TJ1S	01120594	Designing Multi-Site HPE Storage Solutions, Rev. 18.41	5	VILT	Standard	HPE-J58	Designing Multi-Site HPE Storage Solutions	On-demand	

*VILT – Virtual Instructor-Led Training
Minimum requirement 6 pax to start a class

Partner Ready Certification and Learning website
<https://certification-learning.hpe.com/TR/certifications>

FY21 PARTNER READY HYBRID IT CERTIFICATION – TECHNICAL TRAINING (FAST TRACK)

Portfolio	Certification	EDU Course #	Course #	Course Name	Days	Delivery Mode	Course Type	Exam #	Exam Name	Training Schedule
Server	HPE ATP - Hybrid IT Solutions V2	H6LJ6S	01127445	Building HPE Hybrid IT Solutions, Rev 19.41	4	VILT	Fast Track	HPE0-V14	Building HPE Hybrid IT Solutions	On-demand
	HPE ASE – Hybrid IT Solutions Architect V1	H9TJ5S	01122327	Designing HPE Hybrid IT Solutions, Rev 19.21	3	VILT	Fast Track	HPE0-S57	Designing HPE Hybrid IT Solutions	On-demand
		H7H11S	01128323	Using HPE OneView, Rev 19.41	2	VILT	Fast Track	HPE2-T36	Using HPE OneView	On-demand
	HPE ASE - Server Solutions Architect V4	H8PD9S	01098696	Designing HPE Server Solutions, Rev 18.11	2	VILT	Fast Track	HPE0-S54	Designing HPE Server Solutions	On-demand
		H7H11S	01128323	Using HPE OneView, Rev 19.41	2	VILT	Fast Track	HPE2-T36	Using HPE OneView	On-demand
	HPE Master ASE – Hybrid IT Solutions Architect V1	H9TJ7S	01123303	Designing HPE Advanced Hybrid IT Solutions, Rev 19.41	5	VILT	Fast Track	HPE1-H01	Designing HPE Advanced Hybrid IT Solutions	On-demand
	HPE Master ASE - Advance Server Solutions Architect V3	H1L38S	01065896	Architecting Advance HPE Server Solutions, Rev 16.21	3	VILT	Fast Track	HPE0-S22	Architecting Advance HPE Server Solutions	On-demand
Storage	HPE ATP - Hybrid IT Solutions V2	H6LJ6S	01127445	Building HPE Hybrid IT Solutions, Rev 19.41	4	VILT	Fast Track	HPE0-V14	Building HPE Hybrid IT Solutions	On-demand
	HPE ASE – Hybrid IT Solutions Architect V1	H9TJ5S	01122327	Designing HPE Hybrid IT Solutions, Rev 19.21	3	VILT	Fast Track	HPE0-S57	Designing HPE Hybrid IT Solutions	On-demand
		H7H11S	01128323	Using HPE OneView, Rev 19.41	2	VILT	Fast Track	HPE2-T36	Using HPE OneView	On-demand
	HPE ASE - Storage Solutions V4 (16 Nov 2020)		01132323	HPE ASE - Storage Solutions V4		VILT	Fast Track	HPE0-J68	HPE ASE - Storage Solutions V4	On-demand
		H7H11S	01128323	Using HPE OneView, Rev 19.41	2	VILT	Fast Track	HPE2-T36	Using HPE OneView	On-demand
	HPE Master ASE – Hybrid IT Solutions Architect V1	H9TJ7S	01123303	Designing HPE Advanced Hybrid IT Solutions, Rev 19.41	5	VILT	Fast Track	HPE1-H01	Designing HPE Advanced Hybrid IT Solutions	On-demand
	HPE Master ASE - Storage Solutions Architect V3	H9TJ1S	01120594	Designing Multi-Site HPE Storage Solutions, Rev. 18.41	4	VILT	Fast Track	HPE-J58	Designing Multi-Site HPE Storage Solutions	On-demand

*VILT – Virtual Instructor-Led Training
Minimum requirement 6 pax to start a class

Partner Ready Certification and Learning website

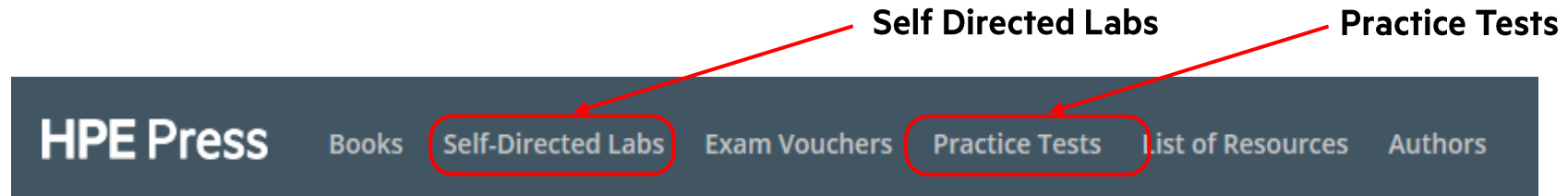
<https://certification-learning.hpe.com/TR/certifications>

HPE EDUCATION SERVICES APAC CONTACT – PARTNER READY TECHNICAL TRAINING

Country	Contact Person	Email
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- eAlerts and eDMs*
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Contact support at

<http://certification-learning.hpe.com/tr/contact.html>

OR

Click on the **Chat Now** icon at <http://certification-learning.hpe.com/> (Mondays to Fridays)

Contact your local **Certification and Learning Partner Enablement Manager**

OR

HPE Partner Business Manager

*Opt-in basis only

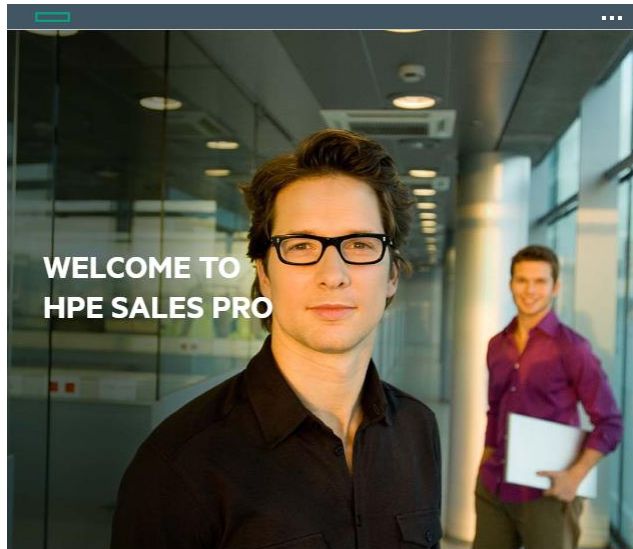
**Open to HPE Master ASEs only

HOW TO LAUNCH SALES CERTIFICATION



STEPS TO COMPLETE SALES CERTIFICATION

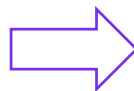
Click <https://salespro.hpe.com>



SIGN IN

HPE Partners

HPE Employees



WHAT IF YOU WERE ONE STEP AHEAD OF THE COMPETITION?

95% of B2B buyers wish sellers would provide more insights about their company and needs**. Use the new Industry Business Value Framework to do so.

LATEST NEWS Put HPE GreenLake sales plays into... New training modules help you solve customer business challenges around...

WELCOME DANNY

HPE Learner ID: [REDACTED]

HPE Sales Pro offers sales professionals a new way to experience innovative enablement, all in one place.

- HPE TOP PODCASTS**
 - Del/EMC with Nimble Series (004320)
 - HPE GreenLake for Compute (002872)
 - HPE GreenLake for Storage (002834)
- SKILLS & PORTFOLIO TRAINING**
 - Portfolio Learning Curriculums
 - Quarterly Geo Leading Edge
 - VIEW DEMO
 - HPE Sales Pro Learning Catalog
 - VIEW DEMO
- ON-THE-GO LEARNING**
 - Podcasts
 - Videos
 - Web-Based Training
- HPE CERTIFICATIONS**
 - Sales Certifications



HPE SALES CERTIFICATIONS AND TRAINING

The HPE sales certifications are designed to equip you with the questions, skills, and knowledge to deliver the right HPE technologies. They are highly recommended for all customer-facing partners and help drive 2x sales-out growth.*

View the FAQ →

- CERTIFICATION**
 - HPE Sales Certified - Entry Level Solutions [2021]**
 - View details →
 - Register and Pay
 - Redeem Voucher: enter code GO
 - HPE Sales Certified - Edge-to-Cloud Solutions [2021]**
 - View details →
 - Register and Pay
 - Redeem Voucher: enter code GO
- TRAINING**
 - Business Partner Training Course**
 - View catalog →
 - Aruba Sales Training and Certification**
 - View details →

*Based on internal HPE research, partner organizations that were HPE sales certification consistent, saw a doubling of sales-out growth year over year, when compared to partners that were not.

HPE SALES CERTIFIED - EDGE-TO-CLOUD SOLUTIONS [2021]

This certification helps partners identify EaaS opportunities from the edge to the cloud. By learning opportunities and building to engage customers in strategic IT conversations, you will be able to uncover business needs and qualify customers for Hybrid Cloud solutions.

To confirm which certification or training your organization is required to hold, check with your local HPE contact or your organization's Partner Education Manager (PEM).

NEW SALES CERTIFICATION PROCESS

- 1 Pay and register
- 2 Take course
- 3 Pass assessment
- 4 Receive certification and badge
- 5 Promote your certification digital badge

Description

The technology landscape on which your customers run their businesses is shifting at lightning speed, especially now, during unprecedented changes in how we work and challenges to the previous status quo.

Cost and Terms

Cost:	November 2020 - January 2021:	\$40
	February - April 2021:	\$120
	May - October 2021:	\$180

Terms:
You have 60-calendar days from the date of purchase to complete your training and assessment.

Modules

- Understanding technology trends
- Bridging to the future with HPE:
 - Two sales motions: selling traditional solutions while transitioning to selling as a service
 - Partner with HPE, the expert for both:
- Delivering everything as a service:
 - HPE GreenLake, HPE GreenLake Swift, and HPE Central Edge Solutions
 - HPE Intelligent Data Platform
 - HPE Hybrid Cloud Solutions
 - Workloads/Business outcomes
- Assessment:
 - 45 minutes
 - 30 multiple choice questions
 - 70% to pass

Estimated run-time: 2.5 hours

Digital Badge

By earning this digital badge, you help promote your HPE skills and knowledge online.

[Learn about digital badges →](#)

All candidates will pay for Sales Certification.

The price of the certification will be set:

Q1 \$60

Q2 to \$120

Q3 to \$180 (for 2nd half).

Pricing is the same for all countries, there is no Developed or Emerging country pricing.

Employees and Partners pay the same price.

All candidates will pay by credit card, voucher or bank transfer.

PayPal will be part of phase II of launch



If you buy vouchers you come to this page.

Hewlett Packard Enterprise Log Out
I want to Sales Enablement Resources Help

HPE SALES CERTIFICATION VOUCHERS

Vouchers for sales certification training and assessment can be purchased for one or more learners.

Vouchers must be assigned to a learner within 60-calendar days of purchase. Unused vouchers will expire in 60-calendar days.

SALES CERTIFICATION VOUCHER PROCESS

- 1 Buy vouchers
- 2 Assign vouchers
- 3 Learner selects certification course
- 4 Learner redeems voucher
- 5 Learner takes certification course

Vouchers

These vouchers can be redeemed for the training and assessment for either [HPE Sales Certified - Edge-to-Cloud Solutions \[2021\]](#) or [HPE Sales Certified - Entry Level Solutions \[2021\]](#).

Sales certification vouchers are administered through Xvoucher. Your Xvoucher account allows you to manage voucher purchases. You will receive an email notification to assign and manage vouchers to learners in your organization.

Cost

November 2020 - January 2021:	\$60
February - April 2021:	\$120
May - October 2021:	\$180

Terms

- Vouchers must be assigned and redeemed by 60-calendar days.
- Any unredeemed vouchers will expire.
- Vouchers are non-refundable, non-replaceable.
- Voucher expiration dates cannot be extended.

Note: Learners have 60-calendar days from redemption date to complete course.

I have read and accepted the terms of these vouchers.

[Buy Vouchers](#)

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Buyer or Manager

- Purchases vouchers with corporate credit card, or bank transfer (purchase orders are in next phase)
- Receives email acknowledgment with link to Xvoucher system
- Assigns vouchers to individuals (with email address) within 60 days.

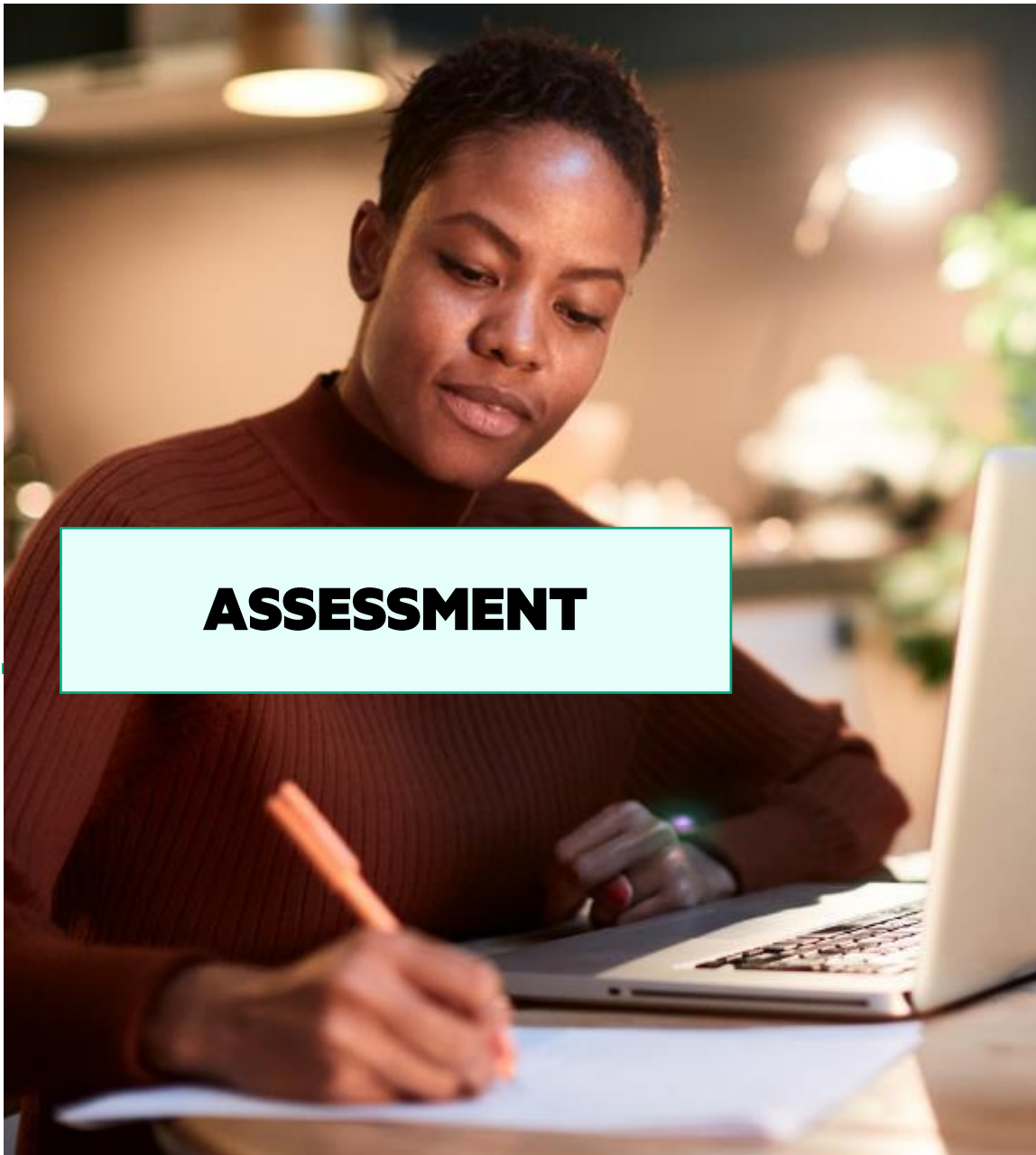
Learner

- Redeems their voucher in Sales Pro and begins course.
- Has 60 days to complete sales certification.

60-DAY ACCESS EXPIRATION



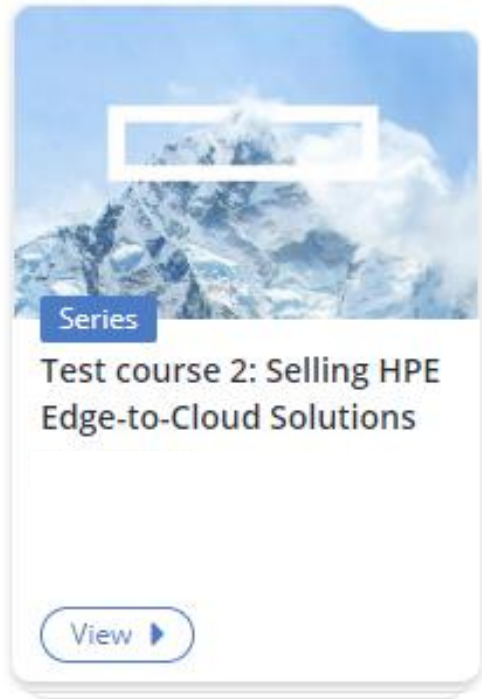
- The new sales certifications are an integrated package containing both training and assessment. After completing the training and passing the assessment the sales certification awarded.
- Candidates will be informed at purchase time that they have **60 calendar days** from purchase to complete their certification, else access to the certification will expire. If access expires candidates will have to return to Sales Pro and purchase again
- Goal is that the 60-day clock starts from date of payment, not from the date they first launch it to **provide incentive to complete early in the year.**
- If candidates do not complete the certification within 60 calendar days, they must repurchase at the current rate, which may be higher.
- Candidates do have an unlimited number of attempts at passing the assessment before the end of the 60-day expiration window.



ASSESSMENT

- Each Sales Certification will be a single certification product in the Sales Pro Learning Center.
 - **The certification will include periodic learning checks as well as an assessment module at the end.**
 - Learners need to successfully complete the learning checks at the end of each module prior to advancing to the next module.
 - The assessment is NOT a separate product in the SPLC..
 - All certifications will be available in **English only**,
- The assessment will be 30-40 randomly selected multiple-choice questions pulled from a large pool questions, which need to be answered in a designated amount of time..
- Candidates must achieve a designated score to pass the assessment. When they have completed the training AND the assessment (certification) , the completion record will be passed to Saba, which will grant the certification.
- **Note:** We want to drive new behavior with partners leveraging the Sales Pro Learning Center. Candidates will not be able to download an eBook and challenge an exam.

LAUNCHING THE COURSE - SELLING HPE EDGE-TO-CLOUD SOLUTIONS



Test course 2: Selling HPE Edge-to-Cloud Solutions

Modules Type - All Completion Status - All

Q-Update
Module 1: Understanding Technology Trends
Start ▶

Q-Update
Module 2: Bridging to the Future with HPE
Start ▶

Q-Update
Module 3: Delivering Everything As-a-Service
Start ▶

Mission
Selling as-a-Service Mission
Due: Jun 28, 08:07 AM
Start ▶

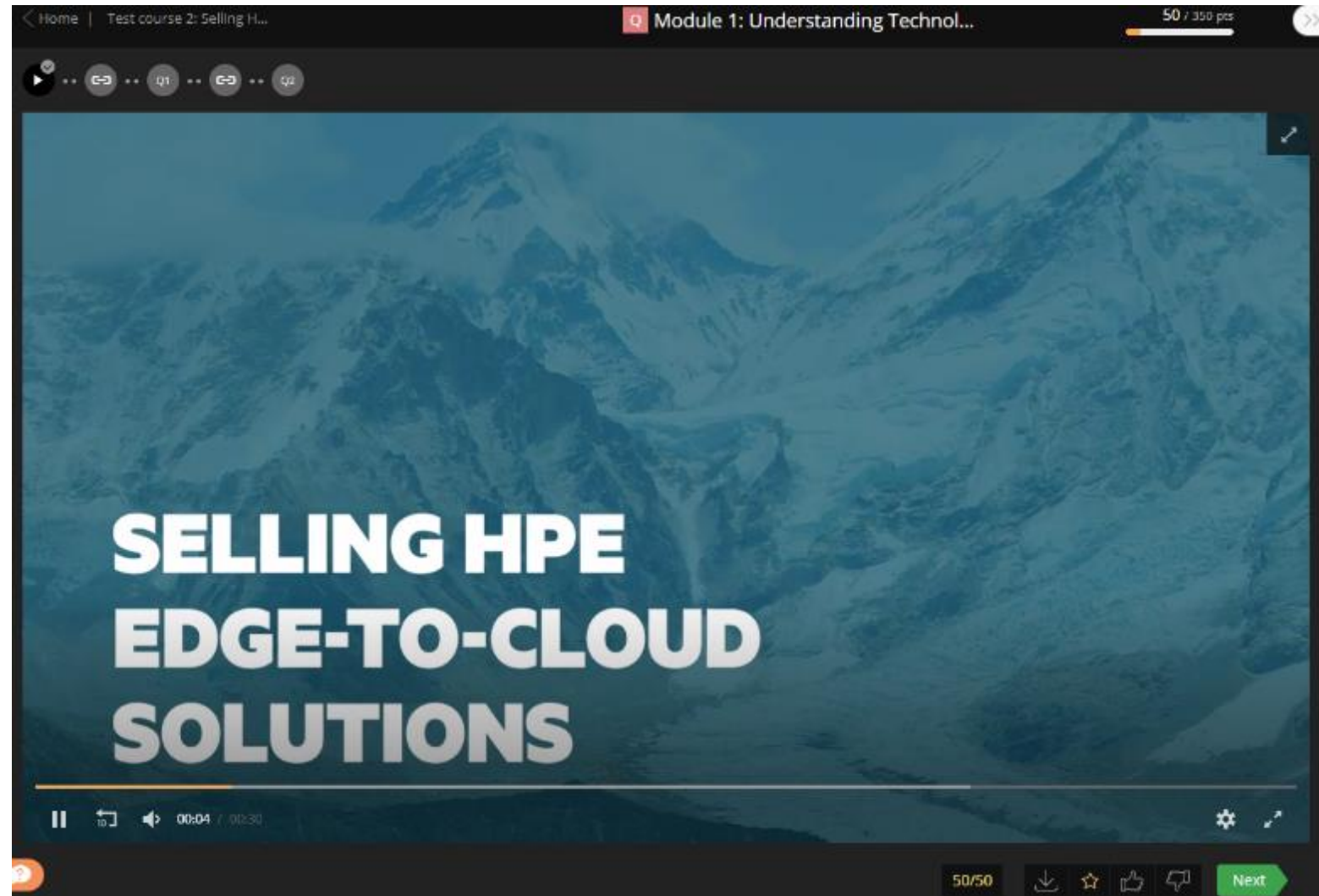
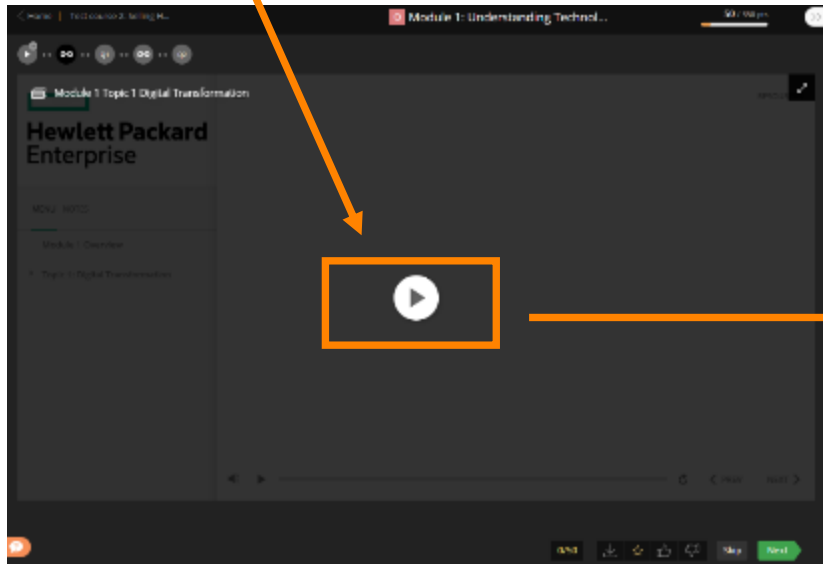
Assessment
Assessment
Start ▶ 75:00m

Modules are taken in order. Successful completion of Learning Check at end of module unlocks next module

Updated tiles on next frame

EASILY ACCESS CONTENT


Simply press the **Play** button.



TRACK PROGRESS AND EARN POINTS

Use bread crumbs to track overall progress:

 = Microlearning

 = Learning check



Points earned in this module

Video illustrates progress in the course

IN COURSE VIEW

Home | HPE Sales Certification... Module 4: Solving Customer Chall... 430 / 450 pts

Q1 Q2 Q3

Hewlett Packard Enterprise

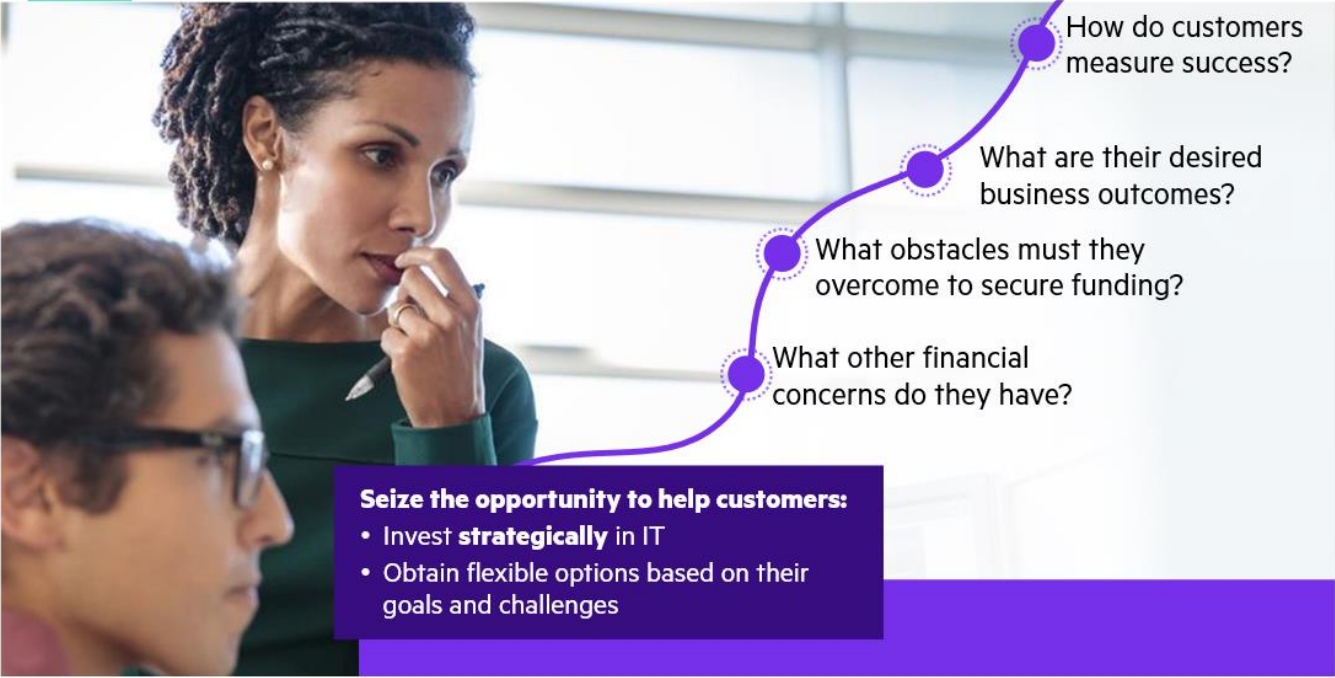
MENU NOTES

You should prepare to participate in the IT asset economics conversation throughout the sales process. IT asset economics is all about value, so you need to review your customers' values with them. How do they measure success? What are their desired business outcomes? As you get deeper into the process, explore ways to help your customers make the solutions that you're proposing a reality. Determine what obstacles your customers must overcome to secure funding. Also explore other financial concerns that they might have.

In short, you should treat every sale as an opportunity to help your customers invest strategically in IT. Understanding that customers want flexible options, based on their goals and challenges, you can increase your chances of winning a long-term, satisfied customer.

Module 4 Topic 1: Understanding Customer Requirements

BRINGING STRATEGY TO EVERY SALE



- How do customers measure success?
- What are their desired business outcomes?
- What obstacles must they overcome to secure funding?
- What other financial concerns do they have?

Seize the opportunity to help customers:

- Invest **strategically** in IT
- Obtain flexible options based on their goals and challenges

RESOURCES

50/50 [Download] [Star] [Like] [Share] Next

ANSWER LEARNING CHECKS

Learning checks are created in MindTickle

< Home | Test course 2: Selling H... Module 1: Understanding Technol... 200 / 350 pts

Q Which challenge do companies face with their digital transformation?

A

- CIOs are not focusing on digital transformation as a way to become more competitive.
- Companies are not investing in technologies for digital transformation.
- Companies struggle to restructure their organization quickly and successfully.
- CIOs think that digital transformation is a temporary trend.

Hint

- Points earned for answering correctly
- Fewer points if learners need multiple attempts

FINISH THE MODULE

Checkmark above each icon shows user has completed all content and all learning checks.

The screenshot displays a learning management system interface. At the top, there is a navigation bar with a home icon, the text "Test course 2: Selling H...", the current module title "Module 1: Understanding Technol...", and a progress indicator "350 / 350 pts". Below the navigation bar is a progress bar with several icons, each with a checkmark above it, indicating completion. The main content area is divided into a question section (Q) and an answer section (A). The question asks to match cloud environment types to their definitions. The answer section lists four cloud types with their characteristics: Public cloud (Pay-as-you-go & scalability, possibly unpredictable costs & less control of data), Private cloud (More control over data and security, need to control TCO; costly to scale), Hybrid cloud (Cost effective with planning and right tools, but complex & difficult to manage), and Multi-cloud (No lock-in with a cloud provider, more resiliency if a service disruption occurs). At the bottom of the screen, there is a feedback section with a "SUPER AWESOME!" message, a "+ 100" score, and an "Exit" button. The "Exit" button is highlighted with an orange box and an arrow pointing to it from the text "Click Exit".

Home | Test course 2: Selling H... | Module 1: Understanding Technol... | 350 / 350 pts

Q Match each type of cloud environment to the appropriate definition.

A

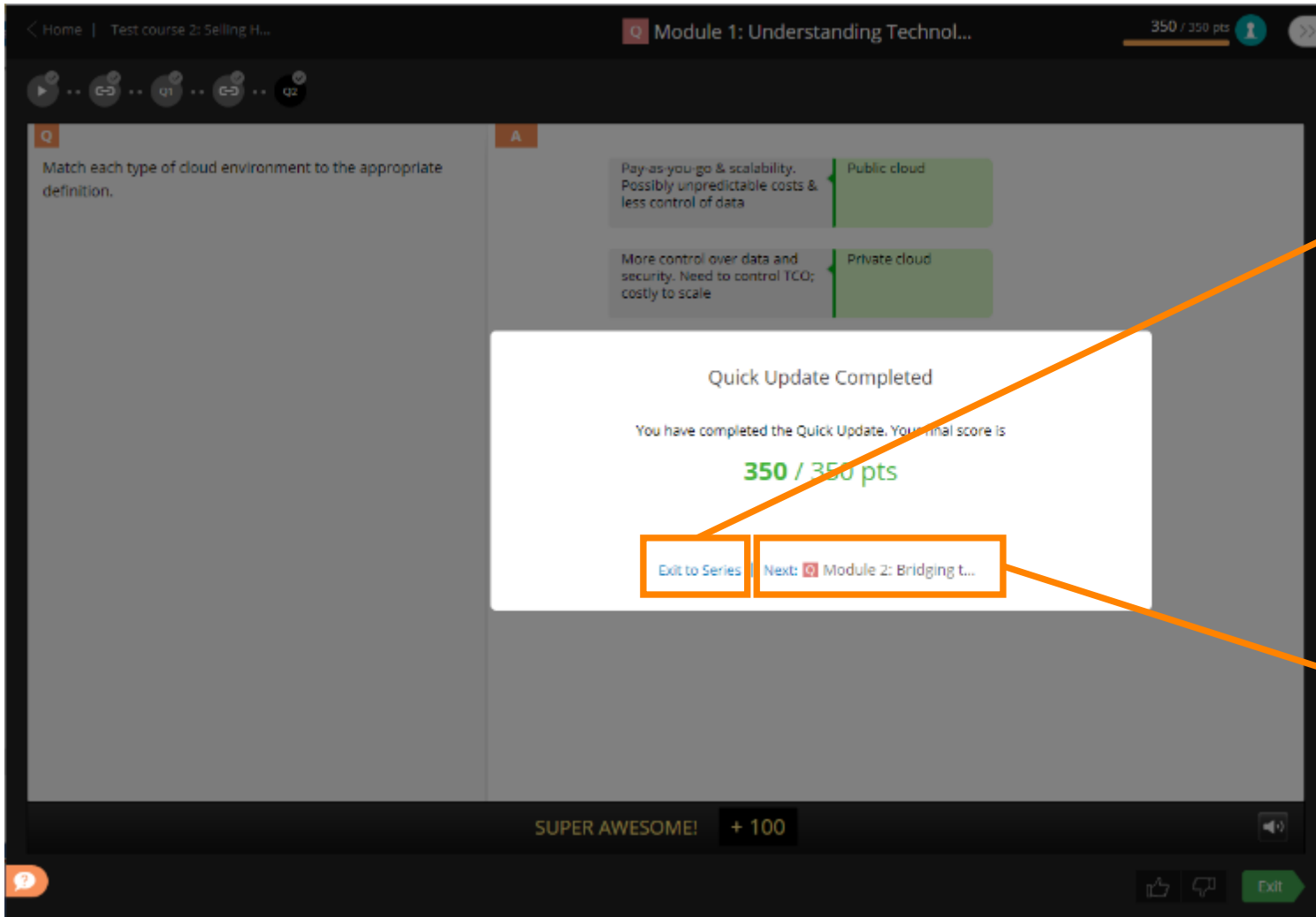
Pay-as-you-go & scalability. Possibly unpredictable costs & less control of data	Public cloud
More control over data and security. Need to control TCO; costly to scale	Private cloud
Cost effective with planning and right tools. But complex & difficult to manage	Hybrid cloud
No lock-in with a cloud provider. More resiliency if a service disruption occurs	Multi-cloud

SUPER AWESOME! + 100

Exit

Click Exit

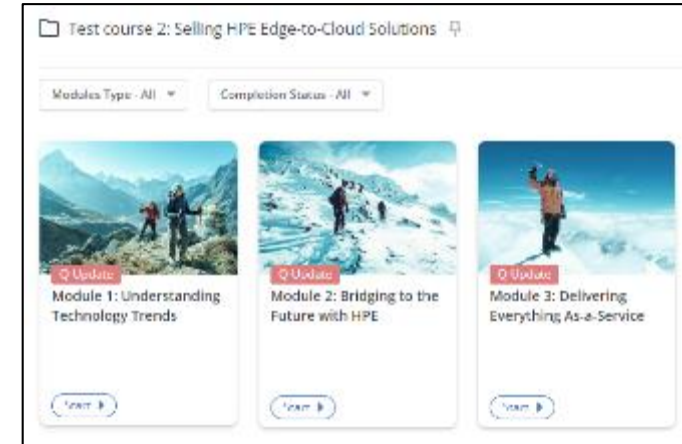
MOVE TO NEXT MODULE (CONT.)




Return to Tile view.

OR

Move directly to Module 2.



TAKE THE ASSESSMENT



Assessment
Assessment

Start ▶

75:00m


Assessment Details

A Assessment

Assessment

Instructions:

- The allotted time for this Assessment is 75:00 minutes.
- Before starting the Assessment, ensure that you have a good internet connection.
- The timer starts once you begin the Assessment and cannot be paused when the Assessment is in progress.
- The Assessment will be automatically submitted at the end of the allotted time.



Max Score: 450
Passing Score: 315 (70%)

🕒 Time Limit: 75:00 minutes

Start Assessment

[Exit to Series](#)

ANSWER QUESTIONS

Click **Submit Assessment** after completing all questions.

Track time left to take the exam.

The screenshot shows an assessment interface with the following elements:

- Header:** "My Board" on the left, "Assessment" in the center, "Tutorial" on the right, and a timer showing "70:44 m".
- Question Area:** "Question 2 of 9" (50 pts) asks "What is one way today's apps and data are different from the past?". It lists four multiple-choice options. The score for this question is "0/50 pts".
- Submit Assessment:** A blue button with a white border, highlighted with an orange box.
- Summary Panel:** "Total Questions (9)" with a grid of question numbers (1-9). Legend: "Answered" (blue square), "Visit Later" (pink circle). Summary: "Q 9", "1" answered, "0" visit later.
- Navigation:** "Previous Question", "Visit Later", and "Next Question" buttons at the bottom, highlighted with an orange box.

Track the questions you have:

- Answered
- Skipped (visit later)
- Not answered yet

Navigation for the assessment

30 multiple choice questions
Unlimited attempts within 60 day window. Assessment changes each time (of course)

DOUBLE CHECK TO CONFIRM

Submit Assessment

You have answered all 9 questions

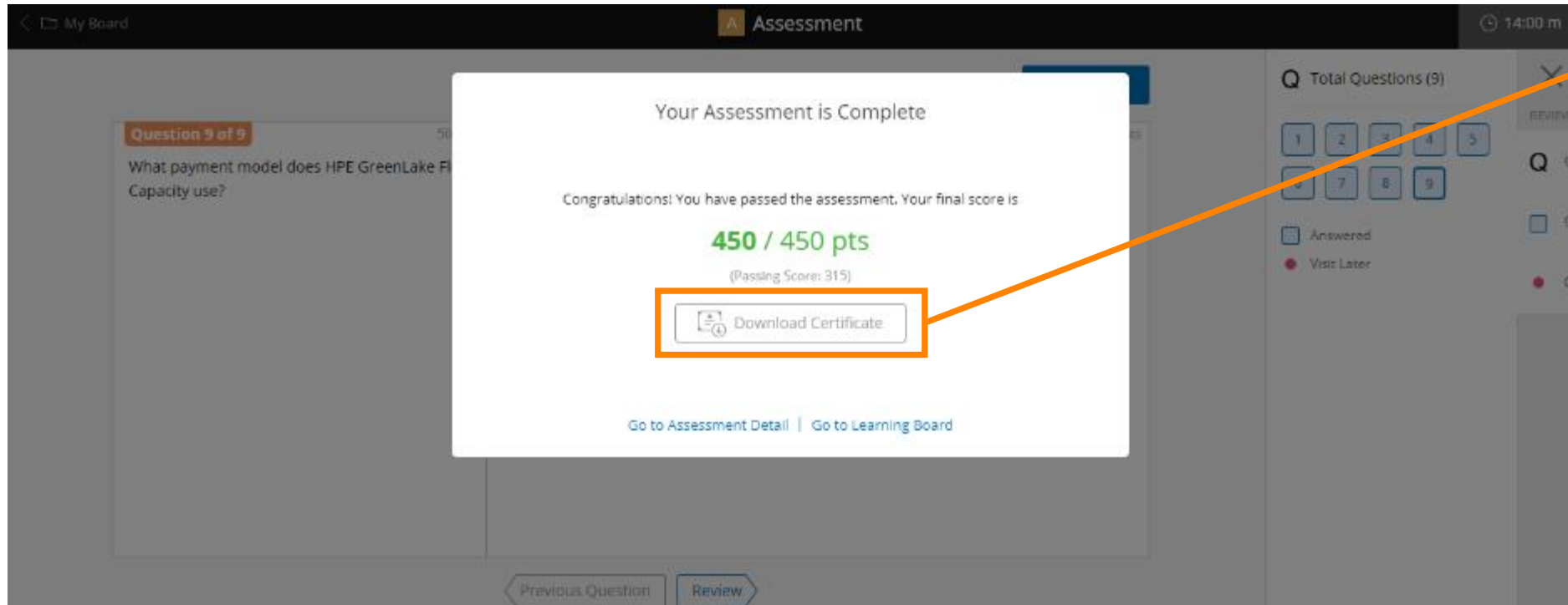
Did Not Answer 0 of 9

● Visit Later 0

Cancel

Confirm Submission

RECEIVE THE RESULTS INSTANTLY



Download course completion certificate

Certification information forthcoming via email

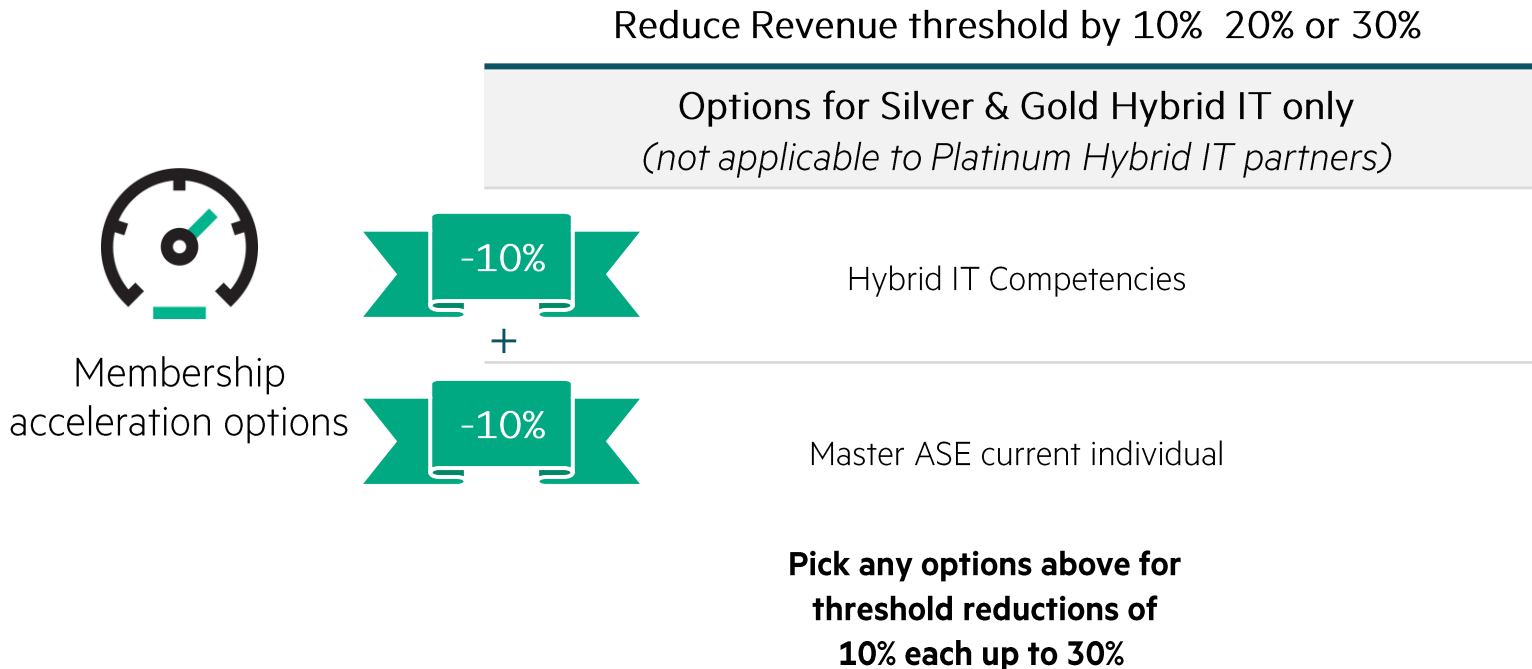
Note: 3-5 Business days before results are recorded in Saba and certification acknowledged.

SKILLSET EXPANSION



HYBRID IT: PARTNER READY PROGRAM MEMBERSHIP ACCELERATION

Skillset Expansion



Skillset expansion program is designed to reward **Silver** and **Gold** Hybrid IT partners who demonstrate their proficiency in specific solutions or competencies areas, on top of their specialization core requirement:

Includes special achievements such as

- Current individuals with a Master ASE certification:
 - HPE Master ASE – Hybrid IT Solutions Architect V1
 - HPE Master ASE - Advanced Server Solutions Architect V3
 - HPE Master ASE - Storage Solutions Architect V3
- HIT competency achievement*.

It provides a 10% decrease in specialization threshold.

Partners can use the skillset expansion element up to three times to receive a total of 30% off the specialization threshold.

(*) Not applicable for Aruba Networking competencies