Hewlett Packard Enterprise

ALM - Quality Management Solution Capabilities for Sales, Series 200

Course description

The risk of poor quality in modern applications can sometimes mean the difference between business success and business failure. Inadequate functional, performance and security testing of applications before they are put into production can result in significant costs measured not only currency but in a company's reputation and it's diminished brand.
The "Quality Management Solution Capabilities" module is a closer look at the challenges, capabilities, features and benefits of HPE's Quality Management Solutions for the purpose of developing and articulating a value proposition that addresses specific customer pain points such as the increasing costs of distributed performance testing.
In this module we will also address specific concerns of the persona's involved in the purchase process of Quality Management Solutions for the purpose of validating the customer need and mapping the most appropriate solution to that need.

Course ID	00907810
Course format	WBT
Typical Course length	30 minutes
Delivery languages	English
Related certifications	• HP Sales Certified - Application Lifecycle Management Solutions [2014]
In preparation for these exams	Selected items from this course are included in these exams: • HP2-N47: Selling HP Application Lifecycle Management Solutions

Take this course.
Find this course in the Training calendar and click "Register" to take the course in The Learning Center. Login and Password required.

Who should attend

SW Employees and Partners; Sales; Partners; Presales

Prerequisites

For specific prerequisites and requirements to achieve any of the related certifications, see the certification description on the Certification and Learning website.

Topics

- Challenges Addressed by HPE QM Solutions
- Solution Capabilities Overview
- HPE Quality Center Enterprise
- HPE Performance Center
- HPE Software Security Center
- Qualifying Conversations
- Value Propositions

Objectives

After completing this course, you should be able to do the following:

Effectively develop and articulate the value proposition of the following HPE Quality Management Solutions:

- HP Quality Center
- HP Performance Center
- HPE Software Security Center

For more information

Contact our program

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