

# HPE Sales Certified - Hybrid IT Solutions [2019]

This certification validates your understanding of industry and technology trends and helps you transition to a more strategic value-based selling approach. You will have the tools to be more conversant in the language of HPE Everything-as-a-Service, Software-defined, and Intelligent storage solutions. This selling approach will help you uncover opportunities and thrive in today's changing IT environment.

This certification covers:

- Technology trends that are driving IT buying decisions today
- HPE Value-selling tools and strategies
- Value-based conversations about consumption models and financing
- The shift to software-defined infrastructure
- Uncovering intelligent storage opportunities

## Why Earn This Certification?

This exam validates your understanding of:

- The technology trends that are driving IT buying decisions today
- Value-selling tools and strategies
- Value-based conversations about consumption models and financing
- The shift to software-defined infrastructure
- Uncovering intelligent storage opportunities

## Candidate

Typical candidates for this certification are HPE channel partners and HPE sales professionals.

## Skill Level

Sales

## Steps to acquire this certification

### Before You Begin:

Acquire access to [The Learning Center](#) and get an [HPE Learner ID](#). Then create a profile with Pearson VUE, our exam delivery vendor. [Learn how in the Learning Center Assist Kit.](#)

### Step 1: Do You Qualify For An Upgrade Path?

There are no upgrade paths available for this certification.

### Step 2: Register Or Apply For This Certification

[Register for this certification in The Learning Center](#)

### Step 3: Verify And Complete All Prerequisites And Requirements For Your Chosen Path:

#### Requirement Path 1

There are no prerequisites for this path.

**Complete:**

Exam #	Exam name	Register for exam
HPE2-E70	Selling the Value of HPE Hybrid IT Solutions	N/A

**Recommended Training:**

None

**Certification achieved**

Three to five days after you complete all requirements, you receive an email notification. Then your status in The Learning Center becomes "acquired". Track your training and certification progress through your transcripts in The Learning Center.

**For more information**

[Contact our program](#)

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