



HPE Sales Certified – Product Portfolio [2020]

This interactive course validates HPE channel partners can identify and qualify sales opportunities for HPE products, solutions, and services to their customers. The course introduces how digital transformation is impacting businesses today and the importance and benefits of consultative selling. Provided as optional content for those who are new to selling HPE products and solutions, this course provides foundational compute, storage, hyperconverged, and networking primers where basic concepts and technologies are introduced.

The course content includes:

- Why digital transformation is still relevant and how it impacts businesses today
- The importance and benefits of consultative selling
- Solving customer challenges with HPE Pointnext and HPE Financial Services
- Selling the HPE compute, storage, hyperconverged, and networking portfolios
- Sales tools and resources for HPE partner sellers

Please note: It is recommended that you use Google Chrome to take this course. Course duration may vary depending on learning style.

Why earn this certification?

- To validate your ability to identify and qualify sales opportunities for HPE products, solutions, and services.
- To verify your understanding of how digital transformation is impacting businesses today and
- To show you the importance and benefits of consultative selling.

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](#). If this certification requires a written or online exam (HPE0 or HPE6 or HPE2), then create a user profile with Pearson VUE, our exam vendor for proctored/online exams. Practical exams (HPE1 or HPE0-AxxxP) are delivered through PSI or Aruba Education Services, therefore no Pearson VUE user profile is required.

Step 1: Register or apply for this certification

[Register for this certification in The Learning Center](#). This will make your progress toward this certification more visible within your learner transcripts and the HPE Learning Management Systems.

Step 2: Verify and complete all prerequisites and requirements for your chosen path:

Requirements for candidates new to this certification

There are no prerequisites for this path.

Complete:

Exam #	Exam name	Register for exam
HPE2-E73	Selling the HPE Portfolio (inactive)	N/A

Recommended Training

None

Digital Badge

Based on the [Open Badges Standard](#), digital badges are online representations of your HPE certifications. Each badge is unique to you. Once you accept and place your badge online—in LinkedIn, Twitter, your email signature, for example—clicking on the badge sends the viewer to a custom verification page that includes your name, HPE certification(s) held, and the skills and capabilities required of the certification. [Click here](#) for more information on HPE digital badges.

For more information

[Contact our program](#)

© Copyright 2024 Hewlett Packard Enterprise. The information contained herein is subject to change without notice. The only warranties for HPE products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HPE shall not be liable for technical or editorial errors or omissions contained herein.

Information is as of November 2019, Revision 1