

Selling Aruba Products and Solutions, Rev. 18.41

Course description

This course illustrates the opportunity with Aruba and teaches how to describe, position, and recommend Aruba wireless and switching solutions as well as security, location services, and network management. The primary focus is to enable channel partners to expand their sales opportunities with Aruba and build their sales pipeline.

The course content includes:

- Understanding the opportunity with Aruba, a Hewlett Packard Enterprise Company
- Positioning for:
 - o Aruba wireless and Aruba switching infrastructure solutions
 - o Aruba network management, location services, and security solutions
 - o Aruba software-defined branch solutions and solutions for small-to-medium sized businesses
 - o Key verticals for selling Aruba solutions

Course ID	01120341
Course format, Typical duration	WBT - Web Based, Self Paced, 5 hours 30 minutes
Skill level	Foundational
Delivery languages	English
Lab required	No
In preparation for these exams	Selected items from this course are included in these exams: <ul style="list-style-type: none"> • Selling Aruba Products and Solutions
<p>Register for this course. Find this course offering in the Training calendar. Click "Register" to take the course in The Learning Center. Login and Password required.</p>	

Ideal candidate for this course

Channel partners who recommend and sell Aruba networking solutions

Topics

- **Understand the Opportunity with Aruba**
- **Aruba Wireless Solutions**
- **Aruba Switching Solutions**
- **Aruba Network Management**
- **Aruba Location Services**
- **Aruba Security Solutions**
- **Aruba Branch Solutions**
- **Aruba Solutions for Small to Mid-sized Customers**
- **Aruba Vertical Solutions**
- **Course Summary**

Objectives

After you successfully complete this course, expect to be able to:

- Describe the technology trends that are impacting IT purchasing decisions and networks today
- Explain the business value and differentiating features of Aruba networking products and solutions
- Identify and qualify Aruba networking opportunities in key vertical markets

Please note: For new and non-native English learners allow an additional 1-2 hours for interactivity and learning checks. For the best learning experience, it is recommended that you use Google Chrome to take this course. To study for the exam it is recommended that you download and review the course study materials at the link provided in the course "Resources" section. The link will take you to HPE Press. You will be prompted to download an e-reader of your choice so you can download and view the content. The e-reader and course study materials are free of charge.

How to register

View the [Certification and Learning Global Training Calendar](#) to register for the training offerings that best meets your needs.

For more information

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Information is as of November 2019, Revision 3