

# Selling HPE Hybrid Cloud Solutions, Rev. 19.41

## Course description

This course is specifically designed for HPE partner sales professionals to help identify HPE sales opportunities and build sales pipeline. By learning to engage customers in strategic IT conversations, you will be able to uncover business needs and qualify customers for HPE hybrid cloud solutions.

The course content includes:

- Why digital transformation is still relevant and how it impacts businesses today.
- The importance and benefits of consultative selling.
- How customers benefit from everything-as-a-service and how to deliver it to your customers.
- The need to provide customers with a Cloud experience on-premises.
- Delivering the Intelligent Data Platform and the competitive advantage it provides businesses.
- Sales tools and resources for HPE partner sellers.

Please note: for the best learning experience, it is recommended that you use Google Chrome to take this course. Course duration may vary depending on learning style

## Ideal candidate for this course

Typical candidates for this course are HPE and channel partner sales professionals

## Topics

- **Digital Transformation and Trends**
- **Consultative Selling**
- **Delivering Everything as a Service**
- **Delivering a Cloud Experience**
- **Delivering the Intelligent Data Platform**
- **Course Summary**

## Objectives

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

- Engage in more strategic consultative IT conversations
- Differentiate yourself from that of a vendor to a valued partner with your customers
- Lead strategic conversations in HPE Everything-as-a-Service, delivering a Cloud experience, and the Intelligent Data Platform
- Clearly differentiate HPE and the value HPE provides

## 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

[Contact our program](#)

<b>Course ID</b>	01128289
<b>Course format, Typical duration</b>	WBT - Web Based, Self Paced, 4 hours
<b>Skill level</b>	Foundational
<b>Delivery languages</b>	English
<b>Lab required</b>	No
<b>Related certifications</b>	<ul style="list-style-type: none"> <li>• <a href="#">HPE Sales Certified - Hybrid Cloud Solutions [2020]</a></li> </ul>
<b>In preparation for these exams</b>	<p>Selected items from this course are included in these exams:</p> <ul style="list-style-type: none"> <li>• <a href="#">Selling HPE Hybrid Cloud Solutions</a></li> </ul>

[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.

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Information is as of November 2019, Revision 1