

Selling the HPE Portfolio

Exam description

The exam tests the candidate's ability to identify and qualify sales opportunities for HPE products, solutions, and services. The exam will test how digital transformation is impacting businesses today and the importance and benefits of consultative selling.

Ideal candidate for this exam

The ideal candidate is a sales individual who qualifies and proposes HPE solutions to help solve customers' challenges. Examples of job roles include Business Partners, Account Executives, Field Sales, Inside Sales, and Sales Support.

Exam contents

This exam has 40 questions. Here are types of questions to expect:

- Multiple choice (multiple responses)
- Multiple choice (single response)

Advice to help you take this exam

- Complete the training and review all course materials and documents before you take the exam.
- Exam items are based on expected knowledge acquired from job experience, an expected level of industry standard knowledge, or other prerequisites (events, supplemental materials, etc.).
- Successful completion of the course alone does not ensure you will pass the exam.
- Read this HPE Exam Preparation Guide and follow its recommendations.
- Visit HPE Press for additional reference materials, study guides, practice tests, and HPE books.
- 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.

Objectives

This exam validates that you can:

Exam ID	HPE2-E73
Exam type	Web based
Exam duration	1 hour
Exam length	40 questions
Passing score	70%
Delivery languages	Japanese, Russian, Korean, German, French, Brazilian Portuguese, English, Castilian Spanish

Register for this Exam

You need an HPE Learner ID and a Pearson VUE login and password.

No reference material is allowed at the testing site. This exam may contain beta test items for experimental purposes.

Percentage of Exam	Sections/Objectives
9%	Digital Transformation and Trends •Describe the technology trends driving customers’ buying decisions •Evaluate how customers are changing their IT deployment and consumption models to keep up with these trends
7%	Consultative Selling •Employ a consultative approach to engage with customers and have more effective customer conversations •Explain Hewlett Packard Enterprise’s key differentiators
15%	HPE Pointnext and HPE Financial Services •Describe the types of financial consumptions models available to help customers finance their IT solutions •Determine the types of services customers need to implement, manage, and maintain their HPE solutions •Identify HPE Pointnext services that complement their company’s services so that they can offer their customers a comprehensive solution •Position the benefits of HPE Financial Services for customers
22%	HPE Compute Portfolio •Use appropriate discovery questions to uncover customers’ needs, desired business outcomes, and business drivers for server solutions •Describe the business value of HPE core server solutions •Given the requirements of a customer, position the appropriate HPE core server solutions
22%	HPE Storage Portfolio •Use appropriate discovery questions to uncover customers’ needs, desired business outcomes, and business drivers for storage solutions •Describe the business value of HPE core storage solutions •Given the requirements of a customer, position the appropriate HPE storage solutions
15%	HPE Hyperconverged Portfolio •Use appropriate discovery questions to identify customers’ needs and business drivers for HPE SimpliVity solutions •Describe the business value of HPE SimpliVity •Describe the opportunity for selling HPE SimpliVity •Given the requirements of a customer, identify good prospects for HPE SimpliVity and position the solution appropriately
10%	HPE Networking Portfolio •Explain common use cases for implementing HPE and Aruba networking solutions •Describe the business value of HPE core networking solutions

For more information

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